



# C & D

## CHEMIST AND DRUGGIST

OCTOBER 7 1967

Here's a colourful selling formula that the public have taken to their hearts — and to their beds! There is a hot water bottle to meet the requirements of every customer among the 11 different bottles, with prices ranging from 7/- to 32/6. : \*All prices are recommended retail prices.

**PUT DUNLOP  
COLOUR ON  
DISPLAY**

**— the name will  
do the rest!**

QUILTIE 11/6

COSIMAX 32/6

FLAG  
7/9

GOLLIWOG  
9/9

**DUNLOP** HOT WATER BOTTLES • HOT FAVOURITES • QUICK SELLERS

THE DUNLOP COMPANY LIMITED, G.R.G. DIVISION, CAMBRIDGE ST., MANCHESTER, 1



# LIST OF PRODUCTS

For sale in bulk to manufacturers of pharmaceutical preparations

## OPIUM ALKALOIDS & OTHER NARCOTICS

Apomorphine Hydrochloride  
Codeine Alkaloid  
Codeine Hydrochloride  
Codeine Phosphate  
Codeine Sulphate  
Diamorphine Alkaloid  
Diamorphine Hydrochloride } U.K. only  
Ethylmorphine Hydrochloride  
Extract of Opium  
Hydrocodone Bitartrate  
Morphine Acetate  
Morphine Alkaloid  
Morphine Hydrochloride  
Morphine Sulphate  
Morphine Tartrate  
Narcotine Alkaloid  
Opium Powdered  
Oxycodone Hydrochloride  
Papaveretum  
Papaverine Hydrochloride  
Papaverine Sulphate  
Pethidine Hydrochloride  
Pholcodine  
Tincture of Opium

## OTHER ALKALOIDS & ACTIVE PRINCIPLES

Atropine Alkaloid  
Atropine Hydrochloride  
Atropine Methonitrate  
Atropine Methylbromide  
Atropine Sulphate  
Cantharidin  
Eserine Alkaloid  
Eserine Salicylate  
Eserine Sulphate  
Homatropine Alkaloid  
Homatropine Hydrobromide  
Homatropine Hydrochloride  
Homatropine Methylbromide  
Hyoscine Alkaloid  
Hyoscine Hydrobromide  
Hyoscine Methylbromide  
Hyoscyamine Alkaloid  
Hyoscyamine Hydrobromide  
Hyoscyamine Hydrochloride  
Hyoscyamine Sulphate  
Pilocarpine Hydrochloride  
Pilocarpine Nitrate  
Santonin  
Strychnine Alkaloid  
Strychnine Hydrochloride  
Strychnine Nitrate  
Strychnine Sulphate

## FINE CHEMICALS & OLEORESINS

Aloin  
'Bitrex'  
Chloral Hydrate  
Chloroform  
Chrysarobin  
Ether  
Dry Extract of Cascara Sagrada  
Extract of Male Fern

Jalap Resin  
Lignocaine Base  
Oleoresin of Capsicum  
Oleoresin of Ginger  
Phenyltrimethylammonium Chloride  
Scammony Resin  
Sodium Tauroglycocholate

# MACFARLAN SMITH LTD

Manufacturers of Fine Chemicals, WHEATFIELD ROAD, EDINBURGH, 11

Please address all enquiries to Macfarlan Smith Ltd., Sales Department,

891—995 GREENFORD ROAD, GREENFORD, MIDDLESEX



Important Announcement

# MACARTHYS LTD. ROMFORD

## CHANGE OF ADDRESS

At 1 p.m. on Saturday October 7th 1967, the Macarthy's Depot at 219A North Street, Romford will close. It will re-open in its new premises at 211 South Street, Romford (about 1 mile away) for normal business at 8 a.m. on Monday October 9th. There will be no interruption in normal deliveries to customers, and telephone arrangements will remain as at present.

During the following week-end, commencing on Saturday October 14th, the Romford Surgical Division will move from Macrom House, Seymer Road Romford, into the vacated premises at 219A North Street, Romford. The move will be complete by Monday October 16th, and no interruption in deliveries will occur.

## CHANGE OF TELEPHONE NUMBERS

The new Macarthy's Depot in South Street, Romford, will be retaining our present telephone number of ROMford 46021

The remaining units in Romford i.e.  
Headquarters of the Company at Chesham House  
Romford Laboratories Ltd.,  
Macarthy's Surgical Division  
Farillon Ltd.,

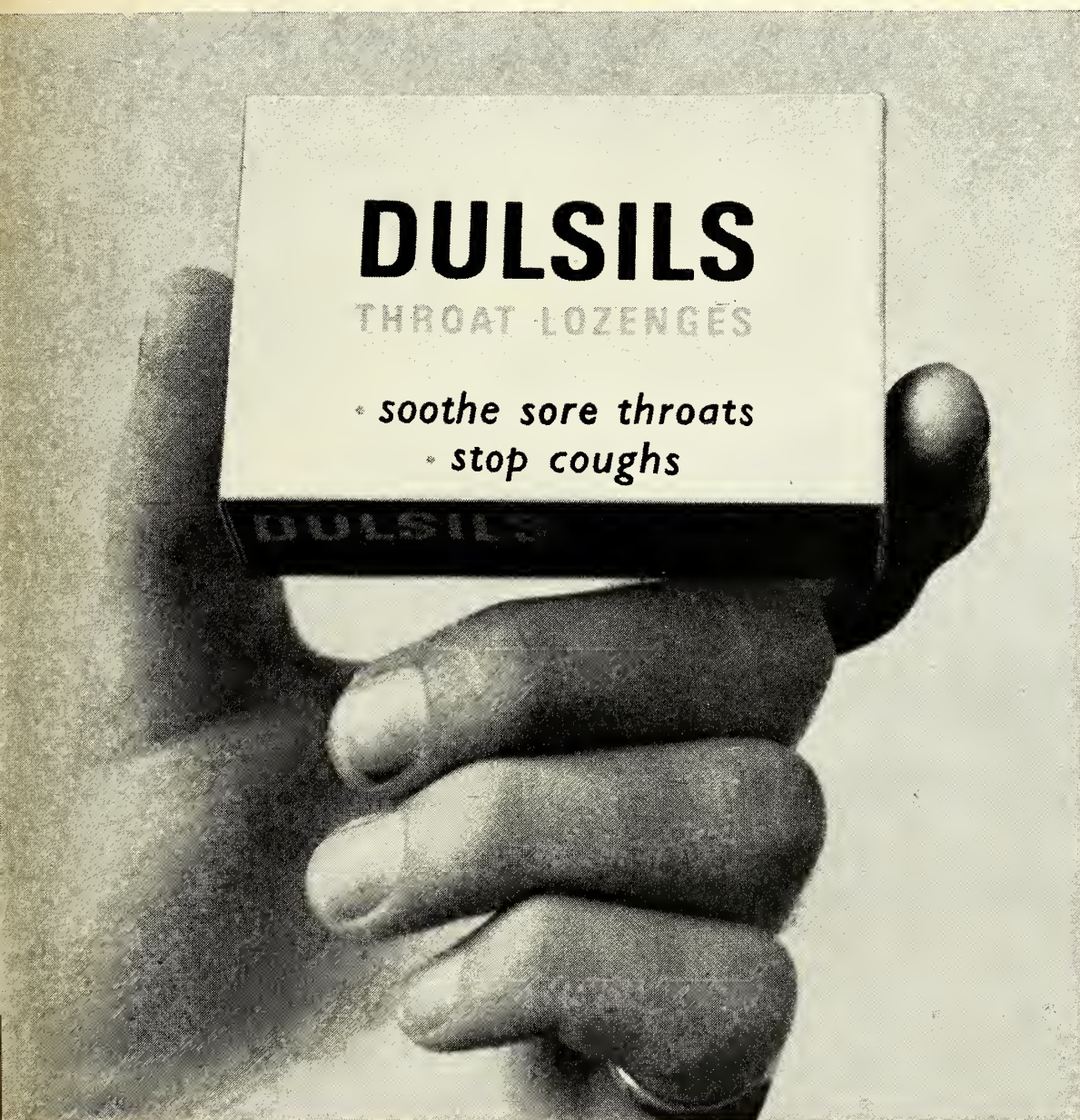
will, from Monday 9th, have the telephone number ROMford 46033

Behind this announcement is the story of development and growth and the constant desire to be of service to pharmacy. These new premises in South Street have been specially designed to meet the increasing volume of business which is daily received from chemists in the Essex and East London areas, and will enable our staff to work at top efficiency in optimum conditions of comfort and convenience.



**Your profit on  
highly effective Dulsils  
throat lozenges.**





# DULSILS

THROAT LOZENGES

- soothe sore throats
- stop coughs

**52%**  
**Dulsils Bonus Offer 12 for 9!**  
**52/0**

**HIGHLY EFFECTIVE** for coughs and sore throats. The Dulsils formula is uniquely effective. It comprises 2 powerful bactericides: Dichlorobenzyl Alcohol and Amyl-metacresol, which kill all common sore throat germs within 1 minute; and Dextromethorphan, a strong cough suppressant. For really sore throats, recommend Dulsils, the really effective throat lozenges!

**HEAVILY ADVERTISED!** Dulsils advertising starts October 21st and runs right through the cough and sore throat season to March. Be ready for winter demand. Lay in stocks and showcards. Contact your wholesaler today.

**GOOD TERMS!** 12 Lozenge pack—your profit 15/8  
Packed: 1 doz Trade: 14/4 Retail: 2/10.

Lenbrook Laboratories Limited,  
1 Thane Road West, Nottingham. Telephone: 56111



## NO DOUBT

you have had enquiries for



The demand for cosmetics of purely vegetable and herb origin is steadily growing and the Health Food Stores are finding it a very profitable line **AND SO COULD YOU!**

May we send you details and price list?

**CHARLES PERRY (Cosmetics) LTD.**

155/7 Pitshanger Lane, London W.5.

Phone: 01-997-2663

## SEND TO FENCOLOR LABORATORY

### FOR TOP QUALITY PROCESSING

Prints from transparencies—duplicate transparencies colour prints and transparencies from original colour prints—everything you need in ancillary service.

Plus processing of the rarer films like Orwo (All types) Super-color, Fujicolor Sakuracolor etc.

P.O. Box 47 Abbey Road, Cambridge Tel: 54507

LIQUORICE?

## SOLAZZI OF COURSE ► SOLAZZI STICKS ◄

from all wholesalers

## YESTAMIN

ENGLISH GRAINS LIMITED

Granary House, Burton-on-Trent, Staffs.

## Specify BURROUGH'S S.V.R.

(doubly rectified)

James Burrough Ltd, Vauxhall St., London S.E.11



Packed in eye-catching cellophane-pack or colourful display-box. Elastic or taped legs. White, pink, blue, yellow. Small, medium, large, extra-large. Samples and Price-List. QUANTITY QUOTATIONS. (Mfr'd by)

**A. & H. HEYMAN · HORNDAL AVENUE | Tel: Aycliffe 3307**  
AYCLIFFE INDUSTRIAL ESTATE, Co. DURHAM

## INDEX TO ADVERTISERS

Albion Soap Co., Ltd.	Price List	5
Antigen, Ltd.		28
Ashwood Timber & Plastics, Ltd.		26
Barnangens Vademecum, Ltd.		7
Bateman-Jackson		29
Boots Pure Drug Co.—Topscore		16
British Dyewood, Ltd.		26
Brown, N. C., Ltd.		8
Burrough, James, Ltd.		4
Burroughs Wellcome & Co.	Price List	1
Burroughs Wellcome & Co.	Int. in Edit.	17
Carteret Products, Ltd.		31
Chelsea Drug & Chemical Co., Ltd.	Price List	5
China National Chemicals Import & Export Corporation		30
Counterpoint Store Equipment, Ltd.		25
Cox, Arthur H., & Co., Ltd.		8
Crookes Laboratories, Ltd.	Int. in Edit.	19
Cussons Sons & Co., Ltd.	Int. in Edit.	22
D.D.S.A. Pharmaceuticals	Int. in Edit.	23
Denver Laboratories, Ltd.		33
Dixor, Ltd.		28
dott Inverni & Della Beffa, S.P.A.	Cover	iv
Dunlop Co., Ltd.	Front Cover	
English Grains, Ltd.		4
English Grains, Ltd.	Int. in Edit.	18
Fencolor Laboratories, Ltd.		4
Fulford Williams (International) Ltd.		5
Golden, Ltd.		10, 11
Heyman, A. & H.		4
Ilford, Ltd.		12
Iliffe Marketing Co., Ltd.		13
International Chemical Co., Ltd.		8
Jackel & Co., Ltd.		32
Kimberley Clark, Ltd.	Loose Inset	
Lenbrook Laboratories, Ltd.—Dulsils		2, 3
Macarthy's, Ltd.		1
Macdonald & Son		15
MacFarlan Smith Ltd.	Cover	ii
Merck Sharp & Dohme, Ltd.		6
Myers, S. I., Ltd.		4
Nichol Beauty Products, Ltd.		25
Perry, Charles (Cosmetics) Ltd.		4
Polaroid (U.K.), Ltd.—Cameras	Int. in Edit.	20
Pretty Polly, Ltd.		26
Ransom, William, & Son, Ltd.	Cover	iii
Rayette Faberge, Ltd.		9
Ronson Products, Ltd.		14
S.C.E.P.A.		4
Thermega, Ltd.		27
Trentham Laboratories, Ltd.	Int. in Edit.	24
Weinberger, Henry, Ltd.	Int. in Edit.	23

## THINK SIMBILT THANK SPACE SAVERS

A range of low cost  
quality concious shop  
fitting units. Designed  
to increase your sales.

If you are planning a new shop, refitting an existing one, or simply looking for a new cabinet or display unit, THINK SIMBILT.

We design, manufacture and install craftsmen built units at a cost often  $\frac{1}{3}$  less than other methods. Refits can be completed during your half day. Take advantage of your business potential now — and THANK SPACE SAVERS.

S. I. MYERS LTD., 80/84 OLD STREET, LONDON E.C.1 01-253 5886/7

NAME..... TELEPHONE.....

ADDRESS.....

CDI

Send for catalogues and details  
of no obligation free planning



# ADVERTISING STARTS NOW!



## Barret

**the remarkable new  
hand treatment that  
brings results overnight**

### BONUS OFFER

**12**

for the price of

**10**

Up to November 30th  
2 free packs will  
be supplied per  
dozen ordered.

From your wholesaler  
or direct from  
Fulford Williams  
(International) Ltd.  
Cornwall Road,  
Hatch End, Middx.

- The most advanced formula yet offered for the hands.
- Actually clears up rough, raw hands – works fast.
- Extra rapid absorption deep into the skin – not sticky or greasy.

### ADVERTISING SUPPORT

Really big spaces in the Daily Telegraph and leading women's weekly and monthly magazines from now and all through the winter.

**A major new product – order now**

## Barret

people are going to ask for this unique Swiss  
hand treatment

# 'Tyrozets' winter bonus

Once again a particularly generous margin of *extra profit* is offered by the '*Tyrozets*' Winter Bonus.

'Tyrozets' are prescribed by doctors, recommended by pharmacists, and recognised by the public as the preparation which brings rapid relief of mild sore throats. In order to sell every vial at *maximum profit*, ensure your stocks are adequate for the coming winter.

'Sucrets'—the ever-popular, low priced, antiseptic throat lozenges are also available on bonus terms.

'Tyrozets' and 'Sucrets' are registered trademarks.

**for chemists only**



obtainable from  
Merck Sharp & Dohme Limited, Hoddesdon, Hertfordshire  
Telephone, Hoddesdon 67123





# THE KEY TO £3<sup>3</sup>/<sub>4</sub> PROFIT VADEMECUM

**2 CARES ABOUT THE MOUTH from Sweden**  
**WHITE TEETH AND FRESH MOUTH**  
**2 CARES ABOUT THE PROFIT for YOU!**

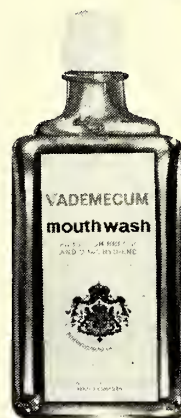


## toothpaste

Sweden's international toothpaste takes care of your mouth and teeth. Use regularly and feel the difference. Free economy key with every full-size tube.

## mouthwash

Not only a wonderful mouth freshener, but also a relief for painful insect bites, a sick-room antiseptic. Try a few drops on your handkerchief when overheated, or as an inhalant.



To order bonus parcel/s  
 Reverse Charge Telephone

SITTINGBOURNE 3501 DEPT. CD  
 OR WRITE TO:

BARNANGENS VADEMECUM LTD.  
 4, Tribune Drive,  
 SITTINGBOURNE, KENT.



For Representative to call. Tick and  
 return with address stamp.  
 Bonus Offer ends  
 SATURDAY 9th. DECEMBER 1967

## The Bonus Parcel

**18 TRIAL PACKS**

**FREE-TO-YOU**

**to retail at 6<sup>d</sup> each**

**In Special Display Outers**

Including 9<sup>d</sup> Off-Next-Purchase vouchers

13 to DOZEN on 3 doz. TOOTHPASTE

13 to DOZEN on 1 doz. 20cc. MOUTHWASH

**BUY at £6.15.2 SELL at £10.9.11**

# ARTHUR H. COX & CO. LTD

**First** with Junior Pain Relief Tablets  
containing Paracetamol. A  
reliable analgesic **without aspirin** for children

*Each tablet contains Paracetamol, B.P. 125 mg.*

24s strip packed, cartoned in nine  
different designs of the chemist's Own  
Name - Own Brand range of preparations.  
Modern, attractive display container and  
show card.

Trade Price: 12/6 per dozen.  
Exempt P.T. Quantity discounts.

*Please write for sample and further information to*

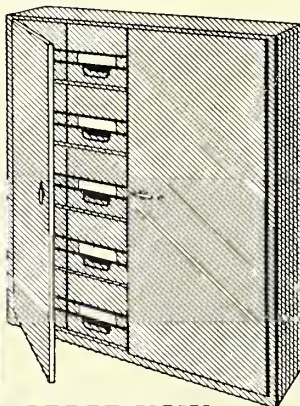
**ARTHUR H. COX & CO. LTD.**

**BRIGHTON, BN2 3QJ**

Tel: Brighton, 63084 (5 lines) STD 0273.



**KEEP YOUR STOCKS PROTECTED and  
in easy reach in the 20 extra-big  
drawers of the  
20C  
STOREMASTER  
DRAWER UNIT**



42" high, 35"  
wide, 12" deep  
20 drawers—  
each 7" high,  
8" wide, 10 1/8"  
deep—with  
identification/  
index cards.

**FOR  
£14.15.0  
(CARRIAGE FREE  
ON MAINLAND)**  
This unit is available  
with double locking  
doors for extra  
security for an  
additional £6

Send for FREE catalogue of our complete  
range of storage equipment.

**ORDER NOW**

**N.C.BROWN LTD**

INDUSTRIAL  
SALES DIVISION

pacesetters in storage equipment



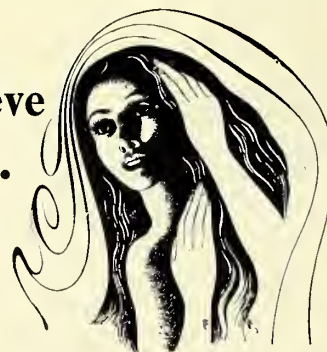
Eagle Steelworks, Heywood, Lancs. Tel: 69018  
London: 25/27 Newton St. WC2. Tel: 01-405-7931  
Please send 20C Storemaster Drawer Units  
(state no req.)

NAME .....

ADDRESS .....

C.91

**To relieve  
Pain . . .**



You and your customers know—  
“ . . . the purpose, the promise and the  
performance of ‘Anadin’ . . . is the  
relief of pain”

Nothing acts faster than **ANADIN**  
REGD.

International Chemical Co. Ltd.,  
12 Chenies Street, London, W.C.1.



# OUR ADVERTISING WON'T GIVE YOU A MOMENT'S REST!

We employ the top names in colour magazines to launch our giant campaign. Massive advertising constantly from October right up to Christmas. To keep you busier than you've ever been! Full colour pages for Brut — the success in men's toiletries. Full colour pages for Fabergé — perfume, cologne and dusting powder. Watch the fantastic Fabergé packaging sell itself. Fabergé will give you a hectic, profitable autumn!



They're all coming to work for you!  
QUEEN, VOGUE, HARPER'S, NOVA,  
VANITY FAIR, WOMAN'S HOME  
JOURNAL, PLAYBOY, TOWN,  
PLAYBILL, PUNCH.

*Fabergé*

OBSERVER, COLOUR, SUNDAY TIMES COLOUR,  
WEEKEND TELEGRAPH, KING, MEN IN VOGUE,  
PENTHOUSE, PLAYBILL, PLAYBOY, HARPER'S,  
PUNCH, TOWN, QUEEN, NOVA,  
WOMAN'S HOME JOURNAL. **BRUT**

RAYETTE FABERGÉ LIMITED, EDINBURGH AVENUE, SLOUGH, BUCKS. TEL: SLOUGH 29161

# NEW from L'OREAL

The most successful  
cream shampoo  
hair colourant in years

## *Recital*



Launched in the London ITV area in April, RECITAL has already achieved a very important share of the hair colourant market in the area. Many chemists acclaim it as the most successful hair colourant launch in years. Now the powerful TV commercial will be shown on national ITV network, your area will be covered from 15th October repeating RECITAL's London success throughout the country. On 15th October your customers will see the superb "Leopard" commercial that launched RECITAL in London.

Intriguing, memorable and very different, this commercial really captures the imagination of women.

***Recital* MADE BY L'OREAL, THE GREATEST  
NAME IN THE WORLD OF HAIR COLOURING**

- 12 youth and beauty colours
- Colours to the heart of every hair
- Colours stay true through 10-12 shampoos
- Conditions as it colours
- Individual shade guide on each pack
- Complete simple-to-use kit including special after-colour shampoo.  
Retail Price 9/6.



# Great Introductory Bonus Offer:

RECITAL offers you a special introductory parcel containing: 2 dozen assorted colours plus FIVE FREE PACKS with compact counter unit.

Parcel (29 packs) sells at **£13.15.6**

Parcel costs you only **£8.8.5**  
(inc. P.T.)

**YOUR PROFIT**

**£5.7.1**

(plus your normal discount terms)



PICK UP A PACK AND LOOK AT THE BACK  
It shows in colour the results of that shade on your hair



Make sure the eye-catching

## *Recital*

display is on your counter  
before 15th October.

If you haven't yet got yours,  
then contact immediately your  
usual wholesaler,  
your L'Oreal representative,  
the L'Oreal Consumer Sales Office  
01-629 8240

## *Recital*

sells on display.  
It's been proved many times.

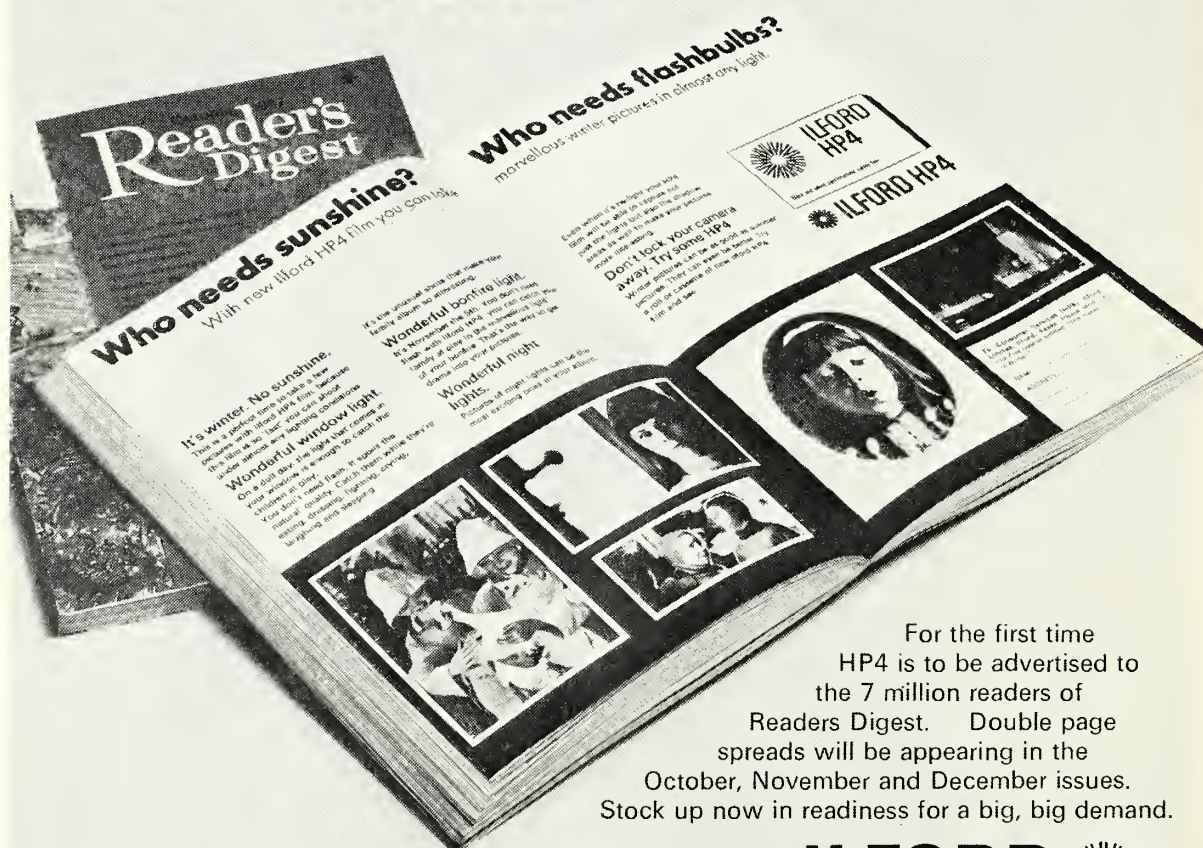
**REMEMBER  
15TH OCTOBER  
IS NATIONAL TV  
LAUNCH DAY  
IT'S *Recital* DAY**

And so is every day throughout  
the autumn and winter.  
Be ready! Stock up NOW!

# NEW *Recital* FROM L'OREAL

GOLDEN LIMITED, P.O. BOX 1 B.X., BERKELEY SQUARE HOUSE, LONDON, W.1.

# Reader's Digest to promote Ilford HP4 to 7 million readers!

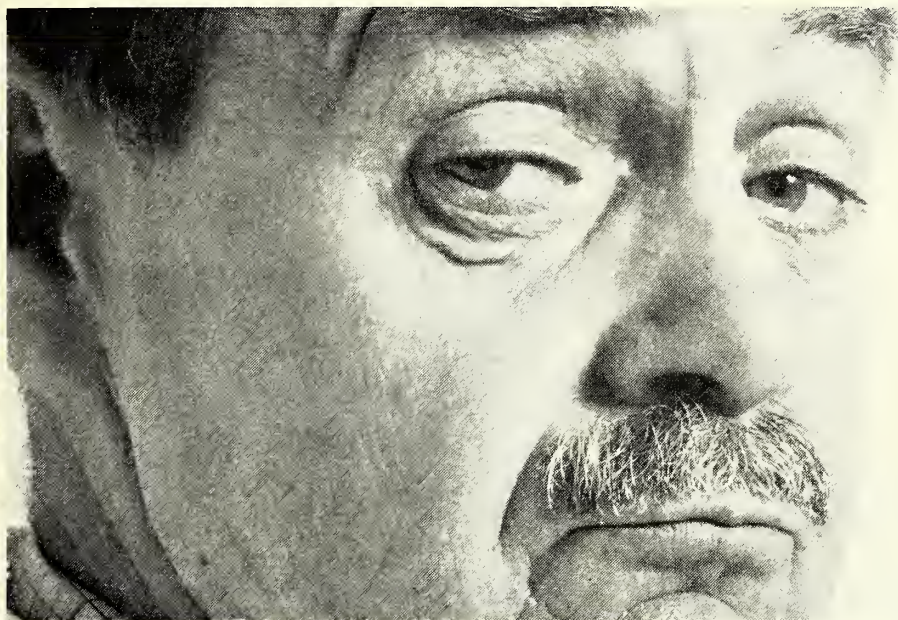


## SELL FOR SURE WITH

# ILFORD

**Be ready for the Reader's Digest  
readers wanting HP4.**





# How's your business?

**Still making a profit but competition toughening? You need weekly facts and figures on the latest self-service techniques**

SELF SERVICE & SUPERMARKET, with its new weekly publication provides the up-to-date facts on markets, trends and techniques vital to successful retailing in a highly competitive market.

It contains the latest information of self service and self selection methods. Shows the newest techniques in merchandising — promotion — stock allocation — warehousing — management and personnel.

Its unique market section supplies actual selling prices over a whole range of commodities (including non-food), obtained from retailers on a countrywide basis. Its alert news section reports the latest retail trends and developments. The new weekly SELF SERVICE & SUPERMARKET is fast and factual — today's essential reading for tomorrow's prosperity.

## Self Service & SUPERMARKET

**The weekly journal for  
the competitive retailer.  
THURSDAYS 1s.**

Subscription: 52s. a year by post.

**SPECIAL INTRODUCTORY OFFER:** *Complete this order now and secure 12 weekly issues of SELF SERVICE & SUPERMARKET for the price of only six.*

To Subscription Dept., SELF SERVICE & SUPERMARKET,  
Dorset Buildings, Salisbury Square, London, E.C.4.

My newsagent is:

Name .....

Address .....

Please arrange for him to supply  
SELF SERVICE & SUPERMARKET, at half price, for the  
next 12 weeks. I enclose remittance of 6s. (usual price 1s.  
every Thursday or 52s. a year by post).

My name .....

My address .....



## Take a look at our new shaver. There are no cords attached.

We've waited a long time to bring out the Ronson Rechargeable shaver.

Because with a 16 gn. price tag, it had to be perfect. In every detail.

We've given it all the best features of our M-type shaver (such as the independently sprung shaver head for supreme comfort). Plus the luxury of flex-free shaving.

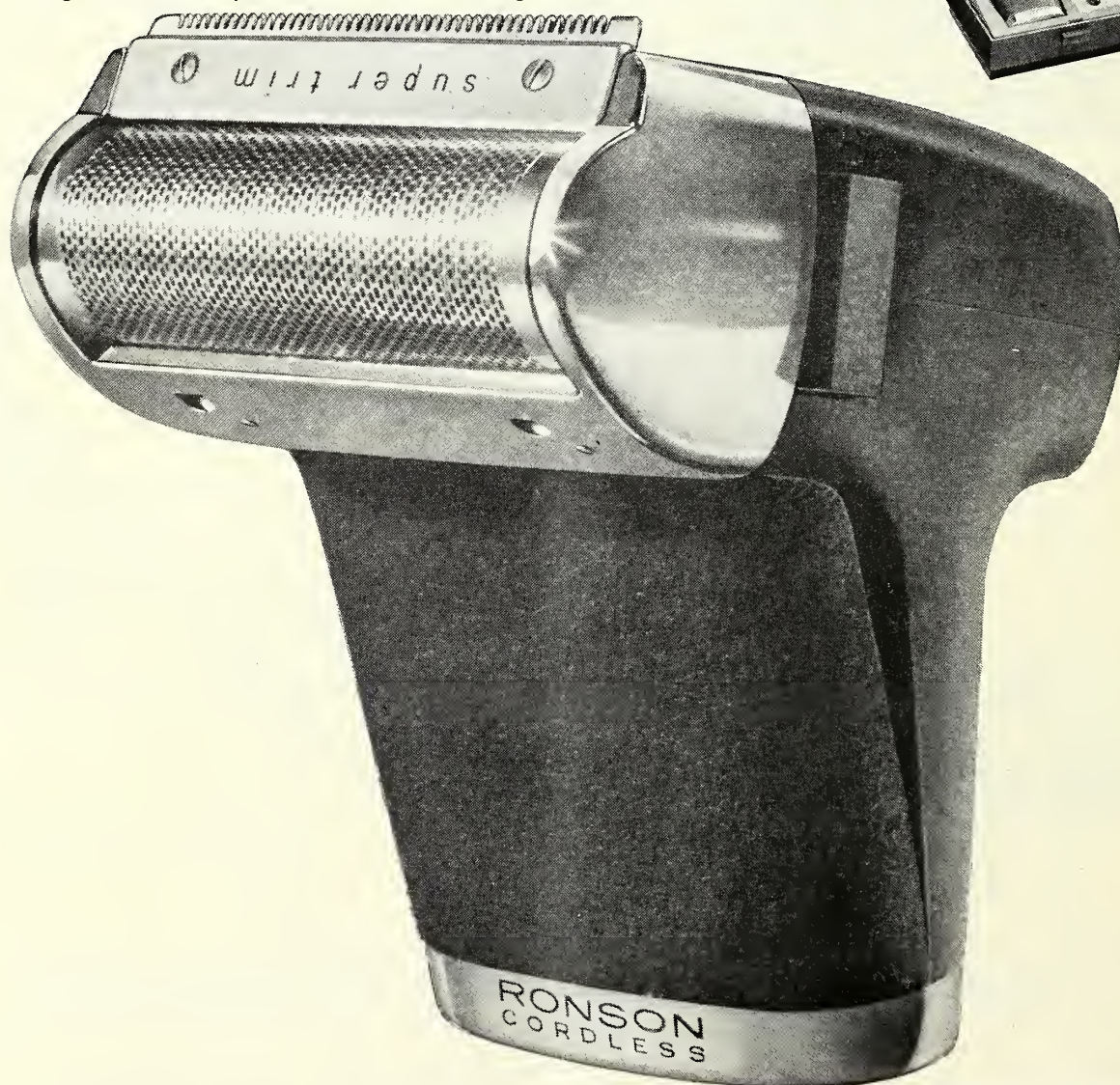
The carrying case acts as a dual voltage charging unit. And this shaver can remain on charge continuously. It will never overcharge.

This way its powerful motor is always ready for use.

But you can take it on a trip, and shave for several days without recharging. It will even work direct from the mains if the cells run low.

Anywhere in the world the Ronson Rechargeable shaver will give the closest, smoothest, fastest shave of all.

No cords attached.





# Silcot sells on sight

because . . .

\* Powerful advertising brings  
new customers

\* Top quality brings repeat sales

\* Customers buy a good product  
when they see it

Meet  
the demand  
for quality  
with



Macdonald & Son . Portland Mill . Ashton-under-Lyne



## C & D

### CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY  
and all sections of the drug, pharmaceutical,  
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland  
and of the Pharmaceutical Society of Northern Ireland*

Volume 188

October 7, 1967

No. 4573

## CONTENTS

Branch Events	...	...	...	...	330		
British Pharmaceutical Conference,							
Science Sessions	...	...	...	...	340		
Company News	...	...	...	...	326		
Correspondence	...	...	...	...	330		
Golfers' Prizegiving	...	...	...	...	325		
Leading Articles:—							
Overseas Trade During August			...	...	332		
The Wrong Prescription		...	...	...	331		
New Films	...	...	...	...	332		
New Pressures in French Pharmacy			...	...	324		
New Products and Packs		...	...	...	329		
Personalities	...	...	...	...	327		
Pharmaceutical Society of Northern							
Ireland: Council Meeting		...	...	...	332		
THE SAINSBURY REPORT	...	...	...	...	333		
Reactions	...	...	...	...	337		
Comment	...	...	...	...	338		
Appointments	...	...	327	Overseas News	...	...	322
Bonus Offers	...	...	328	Patents	...	...	345
Business Changes	...	...	326	Premium Offers	...	...	328
Coming Events	...	...	345	Prescribers' Press	...	...	346
Commercial Television	...	...	346	Print and Publicity	...	...	346
Contemporary Themes	...	...	346	Sport	...	...	323
Deaths	...	...	327	Trade Marks	...	...	345
Equipment & Accessories	...	...	343	Trade Notes	...	...	328
Expansion Projects	...	...	328	Trade Report	...	...	344
New Companies	...	...	345	Trade Shows	...	...	328
News in Brief	...	...	323	Wills	...	...	346

*Index to Advertisers, p. 4    Classified Advertisements, p. 35*

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,  
at 28 Essex Street, Strand, London, W.C.2

Telephone: 01-353 6565

GLASGOW: 8 Merrylee Road, Newlands, S.3. Phone: Merrylee 6356.  
LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

## ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year  
Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).



MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS



MORGAN-GRAMPIAN, LTD., 1967

# Is this offer justified?

Here's  
sixpence



Now  
buy yourself  
a new pair of  
hands



If you've begun to think that no hand lotion can do much to help your poor, hard-working hands—then we've got news for you.

Top Score.  
A beauty lotion which moisturises, soothes and smooths with the best of them...

And protects like no beauty lotion ever did before!

Rub on just a tiny spot of Top Score—half a sixpence, no more—and you get hours of protection.

Protection against water, dirt, grease, stains, detergents—the lot! Against the very worst that housework can do to your hands.

Use this coupon now, to help buy your first bottle.

It could be the best investment you ever make!  
Top Score 2/11, 4/9 The first beauty lotion for hard-working hands. Take this advertisement to any chemist—he will allow you 6d off either size of Top Score.

Chemist: please send this coupon to  
Lenbrook Laboratories Limited, 1 Thane Road West,  
Nottingham, for redemption and refund of postage.

For you? Yes.

On average, women spend less than 3/- a year on hand creams. That's neglect.

This offer gives them a special opportunity to try a new product at a low price—and they'll come back for more.

If you buy now, each bottle will give you 47% profit on return.

For her? Yes.

Top Score works in a unique way. It is substantive to skin and therefore an unsurpassed barrier cream. Also, its rich oils nourish the skin; in a short while her hands will be beautiful again. That'll please her.

Redeeming the coupons is easy.

Just post them

(in the pre-paid envelope provided) to:  
Lenbrook Laboratories Limited,  
1 Thane Road West, Nottingham.

This advertisement is appearing  
in Woman  
21 October 1967, 27 January 1968  
and Woman's Realm  
28 October 1967, 3 February 1968.

WELLCOME INSTITUTE  
LIBRARY

Coll. WelMOmec

Coll.

No.





# C&D

## CHEMIST AND DRUGGIST

Volume 188

OCTOBER 7, 1967

No. 4573

## A Hormone Cream

### CONSUMER COUNCIL WARNING

THE Consumer Council has issued a warning that, as at present formulated, a widely-publicised bust development cream, marketed under the title Jane Scott, cannot be regarded as "unqualifiedly safe to use."

The cream is sold by mail order by Spiggle, Ltd., 50 Maddox Street, London, W.1, and is manufactured by Robert Blackie, Ltd., Pomeroy Street, London, S.E.14. Its active ingredient is diethylstilboestrol which has been shown, by analysis, to be present in the proportion of 144,500 i.u. per ounce, which compares with the 10,000 i.u. per ounce agreed by the Poisons Board and the Toilet Preparations Federation as a voluntary limit for such hormones (see *C. & D.*, September 23, p. 274). The manufacturers have informed the Council that the concentration is 40,000 i.u. per gm. The Council has been looking at bust developers for an article to be published in November in its magazine *Focus*. The Home Office, which was informed of the cream's composition, has written to the manufacturers, who have agreed to reformulate the product to conform to the voluntary limit. The Consumer Council has welcomed the manufacturer's prompt action but regrets that, because of the absence of any statutory control over the sale of such products, there is a potential health hazard which might not have come to light, but for its own inquiry. The Council is continuing work on other bust developers.

## Industrial Training

### CHEMICAL INDUSTRY BOARD SET UP

THE Minister of Labour has laid before Parliament the Industrial Training (Chemical and Allied Products Board) Order, 1967 (H. M. Stationery Office, price 1s. 6d.) which constitutes the industrial training board for the chemical and allied products industry. The Order comes into operation on October 9. Chairman of the Board is Mr. C. M. Wright (formerly personnel director, Imperial Chemical Industries, Ltd.) and the Minister has invited the following, among others, to be members: Employer members: Mr. J. K. Bottomley (production director, Albright and Wilson (Manufacturing), Ltd.), Mr. R. Morris (production director, Lever Brothers & Associates, Ltd.), Mr. A. F. Morson (director and manager, production services, Thomas

Morson & Son, Ltd.), Mr. L. M. Spalton (chairman, Sterling-Winthrop Group, Ltd.). Employee members: Mr. J. K. Dutton (general secretary, Association of Scientific Workers), Mr. T. Malloy (Union of Shop, Distributive and Allied Workers). The Board's main responsibility will be to ensure that adequate provision is made for the training of employees in the industry. It will have about half-a-million workers within its scope (see *C. & D.*, July 15, p. 46). Communications to the Board should be addressed to its secretary at 9 Gloucester Gate, London, N.W.1.

## Medicines Legislation

**N.P.U. PROPOSES TALKS WITH SOCIETY**  
THE National Pharmaceutical Union's Executive Committee is hoping to have early discussions with the Council of

the Pharmaceutical Society on the Government's White Paper on medicines legislation. Presenting a preliminary report from the Union's general practice advisory committee to the Executive Mr. H. G. Moss (chairman of the Executive) said that the advisory committee believed it important that the N.P.U. should maintain close contact with the Society's Council in deciding future courses of action.

## Agricultural Chemicals

### MORE APPROVED PRODUCTS

THE Agricultural Departments of the United Kingdom announce that the following products have been approved under The Agricultural Chemicals Approval Scheme:—

#### Insecticides

AZOBENZENE SMOKE FORMULATIONS: Fumite azobenzene cones (Pains-Wessex, Ltd.).

PARATHION LIQUID FORMULATIONS: Murphy parathion 20 (Murphy Chemical Co., Ltd.).

#### Fungicides

PHENYL MERCURY CHLORIDE. For control of apple scab in the overwintering stage. FOIAGE SPRAYS: Berk winter scab eradicant (Berk, Ltd.).

THRIMAM COLLOIDAL FORMULATIONS: Fernacol. (Plant Protection, Ltd.).

#### Herbicides

GS 14260 (6-tertiary butylamino-4-ethylamino-2-methylthio-S-triazine). A soil acting herbi-



**TOP HOLDERS:** A group of South London and Surrey Pharmacists' Golfing Society members photographed with trophies won during the season. Prizes were presented at the Society's annual supper on September 20. Standing, left to right: S. M. Hutchinson, G. Roberts, G. G. Jamieson, J. Widdocks, R. Raggett, N. A. Smith and G. Howell. Kneeling: K. Piddington, F. R. Jamieson. (Report, p. 325).



cide for the control of blackgrass and certain broad-leaved weeds, pre-emergence of winter wheat and winter barley. **WETTABLE POWDERS:** Desmel (wheat) (Boots Pure Drug Co., Ltd.). Prebane (wheat/barley) (Fisons Pest Control, Ltd.).

#### Seed Dressings

**CHLORFENVINPHOS.** To reduce attacks of wheat bulb fly on winter sown wheat only. **LIQUID DRESSINGS:** Birlane liquid seed dressing (Shellstar, Ltd.).

#### Miscellaneous

**METHAM-SODIUM LIQUID FORMULATIONS:** Trima-ton (Bos Chemicals, Ltd.).

## Chemists' Action Group

### APPROACH TO COUNCIL MEMBERS

A MEETING of the Chemists' Action Group committee on October 3 was told that letters had been sent to several members of the Council of the Pharmaceutical Society to sound their current views in the light of their election manifestoes. So far only one member of Council had replied affirming that he was willing to give a written reply to questions put to him. The Group are hoping in this way to throw more light on the workings of the Council.

## Scientific Instruments

### EXPORT DRIVE IN LATIN AMERICA

THE opening of an export campaign for British scientific instruments which will, it is hoped, be continued throughout the southern hemisphere took place in Mexico City recently. Nearly thirty of Britain's leading scientific instrument manufacturers took part in an exhibition of equipment for use in medicine, education, telecommunications, research, nucleonics, chemistry, electronics, industrial measurement and quality control. The exhibition, organised by the Scientific Instrument Manufacturers' Association of Great Britain (SIMA) with the active backing of both British and Mexican governments is the first of its kind to be held in Central and South America.

## Chemists' Retail Sales

### BOARD OF TRADE STATISTICS

THE index of retail sales by chemists and photographic goods dealers in August was 137 (average monthly sales in 1961=100) an increase of 2 per cent. over the same period a year earlier. Figures recently issued by the Board of Trade also reveal the following indices for the month:—

Independent retailers	138 (no change)
Multiple retailers	140 (+5 per cent.)
Co-operative societies	110 (no change)

The figures do not allow for receipts under the National Health Service.

## Propionic Acid

### NEW BRITISH STANDARD

A NEW specification, B.S. 4209: 1967, Propionic Acid for Use in Foodstuffs. Metric Units, has been published by the British Standards Institution. It deals with requirements for distillation range, relative density, non-volatile residue, readily oxidizable substances, refractive index, arsenic, lead and propionic acid contents and identification tests. Copies are obtainable (price 5s.) from The B.S.I. Sales Office, Newton House, 101 Pentonville Road, London, N.1.

## IRISH NEWS

### THE NORTH

## Poisons Schedules

### AMENDMENTS PUBLISHED

THE Poisons List Order (Northern Ireland), 1967, recently published by H.M. Stationery Office, Belfast (price 1s. 6d.), and operative from June 23, 1967, adds embutramide; fenfluramine, its salts; indometacin, its salts; and mebezonium iodide to Part I of the Poisons Schedule. For "amitryptiline" is substituted "amitryptiline, its salts"; for "chlorprothixene" is substituted "chlorprothixene and other derivatives of 9-methylenethiaxanthene, their salts"; and for "diazepam" is substituted "diazepam and other compounds containing the chemical structure of dihydro-1, 4-6 benzodiazepine substituted to any degree, their salts." Organotin compounds and compounds of fentin are added to Part II of the Schedule and, under the heading "phosphorus compounds" is added "thiomazin." The Poisons Regulations (Northern Ireland), 1967 (H.M. Stationery Office, Belfast, price 4s.) consolidate and make changes in the Eighteenth Schedule consequential upon the additions made to the Poisons Schedule in the Poisons List Order. Sale or supply by retail of lysergide and psilocybin are prohibited except to medical practitioners and of embutramide and mebezonium iodide except to registered veterinary surgeons and practitioners (with certain exceptions). Sterile ophthalmic solutions in single dose sterile bottles enclosed in a sealed container do not require to be fluted. Soap based preparations and aerosols with a small nicotine content are exempted from the Medicines, Pharmacy and Poisons Act (Northern Ireland), 1945.

## Ulster Chemists

### RESIGNATION OF MR. H. S. ANDERSON

THE Executive Committee of the Ulster Chemists' Association, meeting in Belfast on September 5, learned that a letter had been received from Mr. H. S. Anderson offering his resignation "in order to make way for a younger and more active representative." The Committee felt that Mr. Anderson was capable of many more years valuable service and several tributes were paid to him for his past service. It was decided that the President (Mr. T. I. O'Rourke) should reply to Mr. Anderson. The co-option of a member to replace Miss D. Hall, who has also resigned, was considered. It was felt that someone from the same district (Bangor, Co. Down) as Miss Hall should be chosen and it was left to the president to approach the local association for suggestions. The secretary (Mr. C. S. Ritchie) reported that all pharmacies within the county borough of Belfast had been visited by Fire Authority inspectors. Visits to all pharmacies in the province would not be completed for some time. It was proposed to seek quotations for large numbers of fire extinguishers so that members of the Association could obtain a good discount terms. A subcommittee was appointed to deal with the

matter. It was agreed that the annual subscription should remain as at present for the coming financial year. The date of the annual meeting was fixed for November 22 at 7.30 p.m. Mr. W. H. Boyd was re-elected and Mr. O'Rourke elected to represent the Association on the Ulster Tourist Development Association. A cheque for £17 10s. representing proceeds from the annual tournament of the U.C.A. bowling section was received from Mr. S. Magowan. Arising out of the minutes Mr. J. Knox reported that he had approached Belmont Photo Works about increased costs of enprints. The company had pointed out that the increase had been necessitated by rising costs, partly owing to the selective employment tax. Other companies had increased prices prior to Messrs. Belmont. The explanation was accepted. Mr. J. C. Wellwood and a number of Committee members are to visit Lurgan in an attempt to revive enthusiasm in the Lurgan Branch. It was reported that Newry Chemists, the only local association so far to reply to a request that the local associations be formed into branches of the U.C.A., had agreed. Apologies for absence were received from Messrs. N. A. J. Anderson, B. J. Deeny and J. G. Stinson. Present were: Mr. T. I. O'Rourke (president); Mrs. A. S. G. Watson and Messrs. G. M. Armstrong, W. J. Bolon, W. H. Boyd, J. A. Brown, R. N. M. Clarke, W. E. Cooper, T. W. Cresswell, J. J. Farrelly, H. W. Gamble, T. A. Gibson, J. Knox, J. K. McGregor, J. McMillan, W. J. Moffett, M. C. Mooney, J. Paul, T. S. Purce and J. C. Wellwood.

## OVERSEAS NEWS

### UNITED STATES

#### Revised N.F. XIII "Principles"

A REVISED set of "general principles" has been adopted by the National Formulary Board to provide guidelines for the preparation of the next edition of the National Formulary (N.F. XIII) now in preparation. Among principles included for the first time are statements relating to restriction of recognition to drugs approved for treatment of humans; the basis on which a drug combination dosage form may be admitted; the format in which N.F. tests and specifications will be provided; the criteria for selecting specific chemical and nonproprietary nomenclature; essential aspects of test procedures to ensure that they will be adequate from the standpoint of legal enforcement; appropriate use of N.F. reference standards; nature of information which might be included in packaging, storing, and labelling requirements, in therapeutic category statements, and in listing of the dosage form strengths usually available; and the treatment of monographs for antibiotic drugs and biologicals. Policy statements significantly changed include that dealing with solubility statements, while the statement disclaiming endorsement of a drug's therapeutic value has been deleted. Single copies of the revised principles are available without charge from the N.F. office, 2215 Constitution Ave., N.W., Washington, D.C. 20037, U.S.A.



## NEWS IN BRIEF

REVISED prices for trusses and a number of drugs are listed in the October amendments to the Drug Tariff (Scotland).

A FOURTH edition of a booklet on pharmacy has been published by the Central Youth Employment Executive "Choice of Careers" series (H.M. Stationery Office, price 1s. 6d.).

A NEW Memorandum on Vaccination against Smallpox published by the Ministry of Health (H.M. Stationery Office, price 1s. 6d.) includes among its principal changes a description of the presentation of the vaccine in plastic tubing.

STANDARD dressings nos. 5 and 6 are being deleted from Part VI of the Drug Tariff with effect from January 1, 1968, according to the Central N.H.S. (Chemist Contractors) Committee Newsletter. The reason is given as lack of demand on Form EC10.

A NEW booklet detailing precautions to be taken in the handling, storage and use of liquid chlorine has been published in the Ministry of Labour's safety, health and welfare series No. 37 (H. M. Stationery Office, price 1s. 9d.).

A MONOGRAPH on "The Training of Biochemists" has been published (price 2s. 6d.) by the Biochemical Society, 20 Park Crescent, London, W.1. It contains the papers and reports on the discussions, given at a colloquium on the subject held in Aberystwyth in September 1966.

PRODUCTS accepted for the Design Index of the Council of Industrial Design, 28 Haymarket, London, S.W.1 in September included the Vax Lusivax V2 vacuum flask and the following Simpla items:— baby bottle cleaning brush, baby feeding bottle, baby-food mixer-spatula, and baby-food mixing jug.

A NEW Economic Development Committee has been formed to take the place of the two former E.D.C.'s for food processing and chocolate and sugar confectionery. The chairman of the new committee, which will be called the Food Manufacturing E.D.C., will be Mr. J. R. M. Rocke (vice-chairman, Booker Brothers McConnell, Ltd.).

THE Agricultural Departments in Great Britain are reminding farmers and agricultural merchants that, to avoid harm to wild life, cereal seed dressings containing aldrin, dieldrin or heptachlor should only be used on seed for autumn sowing and then only when there is a serious risk of damage by wheat bulb fly. Seed treated with such dressings may not be sown after December 31. Satisfactory alternative liquid and dry seed dressings are available.

## SPORT

## GOLF

EDINBURGH CHEMISTS' GOLF CLUB. An outing was held at Liberton golf club on September 27. RESULTS: W. S. Thomson trophy, K. G. Dowling (30), 62. Best scratch score, J. B. McCaig, 73. Section No. 1, Tie, F. Hepburn (12) and T. N. Strachan (14), 66. Section No. 2, J. B. Murray (26), 62.

## TOPICAL REFLECTIONS

By Xrayser

*Veterinary medicines*

A session such as that devoted to the position of the pharmacist in relation to the supply of veterinary medicines was an interesting and instructive study for those attending the Conference at Blackpool (p. 311 *et seq.*). To many of those whose working lives are spent in densely populated areas of bricks and mortar, the experience must have been most enlightening in bringing home to them the fact that pharmacy has wider horizons than those of the big cities. The changes that have taken place in that field are as great as those in the world of human medicines, for now there are specific medicines for many of the diseases to which animals are prone. At an early stage of my career it was my duty to attend to the wants of a large and widespread farming community, and I do not think I am wrong in stating that, as in the human field, recovery from sickness depended more on the patient than on the treatment, which was largely empiric and made use of time-honoured recipes of large doses of Epsom salts, followed by powders containing sulphate of iron flavoured with anise and coriander. Yet on a market day, considerable business was done in such preparations, and enormous quantities of bulk drugs were bought and sold. Only a few years earlier, pharmacists of that kind made their own sheep dips, though I was too late, perhaps fortunately, to take part in such Herculean labours. I was not unfamiliar with five gallon drums of spirit of tar, and even larger drums of whale and linseed oils, and altogether the demands of the period could have been better met by the facilities of a warehouse rather than the limited capacity of a retail pharmacy. But even at that time I had the feeling that experience was not knowledge, and today, as Mr. F. W. Adams said, it must be recognised that agricultural and veterinary pharmacy is a specialised activity requiring training and knowledge. There seems to be wide scope for the pharmacist provided he equips himself for the task. The address of Mr. K. W. Youngs was exemplary in style and material, and he was the recipient of well-merited compliment.

*Going metric*

I borrow the title for this paragraph from one of your headlines for the purpose of making comment on the directive on EC 10 dispensing in metric volumes. (p. 297.) It seems that we are taking a further step away from the world we have known. On October 1 amendments came into force which concerned the British National Formulary. From that date, when no quantity is specified by the prescriber, we are no longer to supply 2 or 4 fl. oz. of elixirs, linctuses and syrups, as we have been instructed to do in the past. The 2 fl. oz. is now to be replaced by 100 mls and the 4 fl. oz. by 150 mls—quite a considerable increase in each case. Supplies of a new range of metric bottles will become available shortly, we are informed, but until general distribution of the new bottles has been achieved we are to dispense the metric quantities in 4 and 6 fl. oz. bottles respectively. "Suitable explanation should be given to any patient who asks why the bottle is not filled," we are told. If they don't ask, it may be assumed that they will unwrap the bottle at home and think dark thoughts of the pharmacist. It will, of course, be necessary to offer the explanation *before* the patient asks, as anyone with practical experience would know. But what is even more remarkable is that the change should take effect before the bottles are generally available. Why the hurry?

*Sainsbury*

Hard on the heels of the White Paper on Medicines Legislation comes the awaited Sainsbury Report. The committee has taken a hard and close look at the part played by the pharmaceutical industry and, as might have been expected, it has not fully approved of all that it has seen. I have felt for some time that the industry in general has been too sensitive and it has seemed to me that it has gone to greater lengths than were necessary to justify its case. As in the case of the White Paper, the forces are marshalling and battle about to be joined.



# New Pressures in French Pharmacy

## FRANCO-BRITISH COMMISSION LECTURE

THE ways in which French pharmacists are seeking to increase the knowledge of business methods, commercial law and management techniques of entrants to the profession in an effort to combat growing competition was described by Jean Vigan (president, *Union Nationale de Grandes Pharmacies de France*) in a lecture arranged by the Franco-British Pharmaceutical Commission, recently. M. Vigan spoke at Southampton, Edinburgh and Durham. An abstract of his address is given below.

### General Practice

Two factors have considerably modified the general practice of pharmacy in France during the last thirty years: (1) the industrialisation of pharmaceutical products and (2) the constant pressure exercised by successive governments at the request of the Social Security organisations to maintain the price of pharmaceutical products at a low level.

Industrialisation is not solely a French phenomenon. So far as pharmacy is concerned it is at least European if not world wide. The second factor is much more characteristic of the situation in France. There had at one time been a desire among certain pharmacists to provide not only medicine but everything else which could assist not only in a patient's recovery but also in the maintenance of health.

It must be said that this movement, the origins of which can be fixed between the years 1925 and 1930 received among the great bulk of French pharmacists only a reserved welcome. The great majority did not hesitate to label as "commercial" or "pharmaceutical bazaars" those pharmacies that were not satisfied to limit themselves solely to the supply of medicines. The question was asked, were French pharmacies on the road to transforming themselves to drug stores?

This danger did not escape the authors of the law governing the practice of pharmacy, and Article L 569 of the Code of Public Health provides that only the pharmacist has the right in his pharmacy to deal in articles listed in a decree issued by the Minister of Public Health, which came into force on December 8, 1943.

But although—as I have said—this movement towards commercialisation affected only a fairly limited number of pharmacies (although generally otherwise fairly substantial businesses) many pharmacists were opposed to it and sought to keep for pharmacy the true image of a liberal profession.

We have, therefore, to look for our generalisation in another phenomenon. For this purpose we have to go back to the years of the German occupation. Over and above the limitation of raw materials which they imposed as a part of their war effort, the Germans put on foot a policy of systematically freezing the prices of French pharmaceutical products with the objective of once and for all putting out

of business any French competition in the post-war Nazi world. Now in 1945 shortly after the Liberation, the French government extended the benefits of Social Security to all salaried workers, that is to say, to the large majority of the French population.

### Loss of Income

It is quite certain that in spite of the increase in turnover resulting from the extension of Social Security, pharmacists were no longer able, with the sale of medicaments at prices that had been practically frozen since 1939, to face up to rising costs. The supply of medicines alone would no longer permit most pharmacists to gain an income on which they could live. Thus the movement towards commercialisation, which at the beginning had only affected some of them, became general.

Your newspapers will not have omitted to let you know that the French government obtained from the National Assembly just before the holiday season full powers to prescribe reforms, particularly in the economic and social fields, designed to abolish the deficit in the Social Security account. During August and September Ministers proceeded to adopt a whole series of measures that have now become law. I cannot go into all the details nor indeed can I even enumerate them all. We will only note the classical increase in the contribution to Social Security and the no less classical squeezing of the prices and the margins available to pharmacy (the average mark-up for a pharmacy has fallen from 32 per cent. to 31.53 per cent.) But over and above that, the compulsory nature of the prescribed price of a pharmaceutical product, which was legally instituted more than twenty-five years ago and which in fact was in existence well before the last war, has been sacrificed at least so far as the beneficiaries under Social Security are concerned.

Abandonment of a prescribed price has been brought about in the following way: since until now competition has only been able to act on the quality of the service and not on the price, the government has invited the Social Security organisations to enter into contracts with the corresponding pharmaceutical organisations under the terms of which the pharmacists will agree to a discount off the list price of specialities. If group agreements cannot be reached, then the security organisations may seek individual agreements with pharmacists. Here is an important element about to be introduced into pharmaceutical legislation with the risk of creating profound upheavals in pharmacy. It is quite certain that both the moral and ethical standards of the profession must suffer and in the material field a great question mark is set up.

It is unfortunately true that certain pharmacists have only waited for such discounts to be made legal in order to apply them. But this they have done

only to defend themselves against the excessive activity of some pharmacies owned by Friendly Societies and to safeguard themselves from extinction.

It is in order not to lose the whole of their customers that some of our confereres who are neighbours of Friendly Society pharmacies—some of whom may reach a turnover of considerable size (more than £1,000,000 annually)—have agreed to discounts so that the part of the cost payable by the insured person may be less heavy.

But the government has now, generally speaking, made this practice statutory, and has turned it to its profit. It has done this in two ways. On one side the Social Security is not to repay to mutualist pharmacies more than the normal retail price reduced by a percentage that will be fixed by decree. On the other, it invites pharmacists to contract with the Social Security to supply at prices lower than the price normally charged for the medicines.

You will see that a not negligible element of commercial competition is about to be introduced by statutory instrument by the Government into pharmaceutical legislation.

The French pharmacist receives a university education lasting for five years and we must give credit to the professors of our faculties who have succeeded in getting from the Ministry of National Education a reform of studies which takes account of the technical evolution of pharmacy. Every student, before he can be registered as a pharmacist, must have completed two periods of practical experience rounded off by an examination. He does the first, lasting only six weeks, during his second academic year. The second takes place during the fifth year and extends over twenty weeks.

### Commercial and Legal Knowledge

While these training periods bring the student into contact with the public and face to face with the practical problems of the pharmacy, they still do not help him to acquire the commercial and legal knowledge required to manage a pharmacy. This does not mean that outside these periods of practical experience nothing has been done within the faculties of pharmacy themselves but there is still a certain reluctance to embark on this course. For many years the faculties have conducted an obligatory course in pharmacy law and in ethics, rounded off by examinations, the programme of which includes: In the first year, elementary information about the pharmaceutical profession and in particular: the medicament and the monopoly enjoyed by the pharmacy from the legal point of view, the liberal aspect of the profession; the commercial aspect of the pharmacy; the private customer and the collective customer; the law governing sales.

In this course information is given about the application of professional ideals in practice and about the differ-



# the 'Wellcome' range of insulins—Soluble, Lente, Protamine Zinc, Globin, Isophane—and now 'Nuso' neutral insulin

trade mark

All are products of constant strength and the highest possible standards of purity—standards essential for the control of diabetes.



BURROUGHS WELLCOME & CO.  
(The Wellcome Foundation Ltd.)  
LONDON

When you order, specify

# 'Wellcome' insulins

At some time or other  
this Autumn every one of the  
millions of readers of for  
these magazines would feel better  
**YESTAMIN**

11,014,000  
read Woman



Each copy of Woman's Realm  
is read by 5,769,000



8,954,000  
see Woman's Own



13,431,600  
look at the Radio Times



The T.V. Times  
gets to 4,339,000



The T.V. World  
gets to 2,600,000

And we'll be sending out thousands of Susan Maughan Beauty Books

**You stock it - we'll tell them !**

**YESTAMIN**

English Grains Limited, Granary House, Burton-on-Trent, Staffs.



ent activities for which the pharmacist is prepared by his studies.

In the fourth year there is a course of forty hours devoted to pharmaceutical legislation and ethics.

However, at the end of this current year this course is to be split into two: one course of twenty hours during the fourth year in which, in addition to pharmaceutical legislation, the principles of commercial law will be taught and in particular: the different types of corporate bodies, general commercial obligations, commercial instruments (bills, cheques, transfers, etc.), commercial courts of law; and one of twenty hours in the fifth year, specialised according to the branch chosen by the student: either industrial legislation and labour laws or, legislation affecting pharmacy; and social legislation.

#### Optional Course

Outside this compulsory teaching, there is in certain faculties, and in particular in Paris, an optional course intended especially for fourth-year students and pharmacists in business, dealing with accounting and commercial organisation. There are sixteen lessons divided into eight sittings of two hours each which enable participants to gain familiarity with:— 1. Accounting technique: the rôle of accounting in a business, fundamental principles, the idea of the balance sheet and of the profit and loss account, conventional signs: debit and credit, their application to normal commercial operations, outline of book-keeping (Part 1: day book, ledger, balance), main systems of book-keeping. 2. Commercial documents: legal and practical ideas on: the legal obligations of a pharmacist as a trader, commercial documents (invoices, credit notes, receipts, etc.), a special study of the cheque and the letter of credit. 3. Stocktaking and the balance sheet: physical operations and accounting operations for carrying out stocktaking and preparing the balance sheet, the theory of writing off and the provisions to be made, outline of book-keeping (Part 2: stocktaking and balance sheet). 4. Commercial assets: legal notions on commercial assets: definition, sale, security, determination of the value of assets, providing finance against assets, summary of ideas concerning commercial companies.

This course ought no longer to be optional but obligatory and something that should be developed inside every faculty.

But the young qualified pharmacist, if he has the desire to do so, can acquire specialised training in the management of businesses. As a qualified pharmacist he will be entitled to enter the Institute of Business Administration which is housed within the faculty of law and economic sciences of Paris.

The course leads to a certificate of competence in business administration and lasts one year. Teaching comprises lectures and supervised practical work. Main contents are: 1. Social psychology applied to business the business and its managers; the business and its executives; the business and the public

(relations with customers, with other businesses, publicity); the policy of serving the public. 2. The general and economic organisation of the business; general principles of organisation; the notion of a resale price; the policy of prices and productivity; stock-keeping policy. 3. The scientific organisation of production and work; management, controls, planning; normalisation, statistics. 4. Commercial management: different channels of communication; adapting the product to the requirements of sale; guides to sales policy; prices, trade marks, proprietary preparations; market research and sales planning. 5. Financial management: banking, money for current needs, methods of obtaining finance. 6. General and industrial accounting: balance sheet, profit and loss account. 7. Industrial relations.

At the same time on a broad basis a student studies: the legal problems of business, fundamental economic problems.

#### Postgraduate Centre

The young pharmacist will be able also, but in principle only after having been in business for a certain length of time, to apply for admission to the Postgraduate Centre for Business Ad-

ministration created by the Chamber of Commerce and Industry of Paris. Based upon the methods applied by the Graduate School of Business Administration of Harvard University, this centre substitutes for formal lectures *ex cathedra* free discussion circles directed by business men and dealing with the real problem in the life of businesses.

#### Few Pharmacists

The programme falls into two sections, the first lasting from January to the end of June, the second from October to the end of December, and embraces in addition to exercises and fixed study ('homework') two-hundred-and-twenty sittings of an hour each devoted to the discussion of individual cases. Truth nevertheless obliges me to say that at both the Institute of Business Administration and the Centre for Postgraduate Study, pharmaceutical candidates are very few.

It seems as if the breadth of the problem treated extends beyond the knowledge necessary for the pharmacist in general practice and that the best solution lies in finding a fair mean between what is taught in certain of our faculties and what is taught in these institutes.

## GOLFERS' PRIZEGIVING

### New trophy reaches first holder

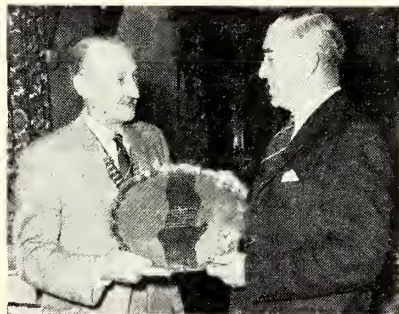
SIXTY-THREE members and guests of South London and Surrey Pharmacists' Golfing Society turned out at Shirley Park Golf Club on September 20 to compete in a Stableford competition for the Founders' trophy, President's prize and Printer prizes. In the evening they were joined in the clubhouse by the captain (Mr. W. E. George), president, secretary and professional of Shirley Park for the Society's annual supper and prize-giving. Welcoming the seventy-one people present the Society's captain (Mr. F. Hodgson) said that the annual supper had been held at Shirley Park since 1954 and "no club could be more helpful and kind." Mr. E. George who presented the prizes replied that he was "delighted to be entertained by members of such a happy and successful Society." Names of the prizewinners were announced by the president of the Society (Mr. Lawson Wrathall) who made special reference to the new

trophy—The Robert Swindells Memorial trophy. Mr. Swindells had been a founder member of the Society and had contributed "a tremendous amount" towards the success of the society. When a suggestion had been made that a memorial trophy should be purchased and members invited to contribute the response had been truly outstanding. Croydon Branch of the Pharmaceutical Society had expressed their desire to be associated and subsequently a solid silver salver had been purchased and suitably inscribed. The salver was felt to be a worthy trophy in memory of someone who had been held in such high esteem.

Prizes were presented by Mr. George as follows:—

*Scotta bowl*, G. Roberts (Wyke Green); *Calcutta cup*, K. Piddington (Shirley Park); *Widocks Memorial trophy*, G. G. Jamieson (Croyham Hurst); *Bobby Locke trophy*, G. Howell (Banstead); *Robert Swindells platter and Captain's prize*, R. Raggett (Farnham); *Phil Thorp putter*, N. A. Smith (Cuddington); *Verona trophy*, E. S. Jobling (Gerrards Cross); *Banstead bowl*, J. Widocks (Croyham Hurst); *Croydon shield* (knock out), F. Needham (Effingham); *Runner up*, S. Mote (Walton Heath); *Unichem trophy*, (Aggregate) F. Jamieson (Shirley Park); *Cow & Gate trophy*, (Aggregate) J. Widocks (Croyham Hurst). Results of the competition held in the afternoon were as follows: 1, *Founder's trophy and President's prize*, S. M. Hutchinson (Royal Blackheath), 33 points. 2, *Printer prize*, A. Cottam (Shirley Park), 33 points. 3, F. Jamieson (Shirley Park), 32 points. *Scratch to fourteen handicap prize*, H. Southcott (Royal Blackheath), 30 points. *Fifteen and over handicap prize*, J. Widocks (Croyham Hurst), 29 points. *Special prize*, D. Spier (Shirley Park). *Best score on first nine holes*, K. Barke. *Best score on last nine holes*, E. Foster.

*Visitors' prizes*, 1, N. Roake (Shirley Park), 35 points; 2, J. Bearn (Chigwell), 35 points; 3, W. E. George (Shirley Park), 33 points.



Mr. F. Hodgson (captain, South London and Surrey Pharmacists' Golfing Society) presents the new trophy, the Robert Swindells Memorial trophy, to Mr. R. Raggett.



## COMPANY NEWS

Previous year's figures in parentheses

**HODDERS, LTD.**—Mr. Charles Mudge, J.P., has been elected to the board.

**WILKINSON SWORD, LTD.**—The company have agreed to purchase the whole of the share capital of Ward & Payne, Ltd., Sheffield.

**EUCRYL GROUP, LTD.**—Group profit, before tax in the half-year ended June 30 was £157,000 (£155,000) from sales of £1,375,000 (£1,320,000). The interim dividend is maintained at 4 per cent.

**SYNTEX PHARMACEUTICALS, LTD.**—Dr. G. A. Christie, M.D., B.Sc., has been appointed medical director in succession to Dr. A. Jarrett who is returning to academic research. Dr. Christie has until recently been a lecturer in anatomy at Dundee University and is the author of nearly thirty scientific papers.

**STANLEY WESTON GROUP, LTD.**—An interim dividend of 15 per cent. (against 10 per cent.) is recommended in respect of 1967. Unaudited group pre-tax profits for the six months to June 30, are £78,904 (£41,325 for the same period last year), and trading since June has once again continued satisfactorily, states the chairman (Mr. R. Weston).

**GLAXO GROUP, LTD.**—The scheme involving the Preference capital and the issue of new 6½ per cent. unsecured loan stock (*C. & D.*, July 15, p. 49), has been approved by the statutory majority of the class meeting. The voting for the scheme was 2,371 holders owning £896,612 stock and thirty against owning £18,138. The amount of Preference stock which will not be converted is £167,348 out of £1,831,428 issued. The amount of new stock to be issued will be £1,664,079.

**BURROUGHS WELLCOME & CO.**—The company announce that Mr. J. A. M. Thomson, A.R.I.C. (at present production director, Burroughs Wellcome & Co. (Australia), Ltd.), has been appointed managing director, Laboratorios Burroughs Wellcome do Brasil, S.A. He takes up his new position towards the end of October. Mr. Thomson succeeds Mr. A. L. McNeilly who has returned to England as a director of Cooper, McDougall & Robertson, Ltd. (part of The Wellcome Foundation, Ltd.).

**MILES LABORATORIES, LTD.**—Mr. W. J. Glover who joined the company in 1955 has been appointed as a director. Mr. Glover was formerly president, Ames Co. of Canada, Ltd., and recently was appointed marketing director—Europe for the Ames division of Miles Laboratories. Mr. A. P. Podesta who joined in 1954 has also been appointed a director. Mr. Podesta is managing director of Miles (Lausanne) S.A. and is marketing director—Europe for the consumer products division of Miles Laboratories.

**SANDOZ, LTD.**, Basle, Switzerland.—Subject to shareholders' approval there is to be an exchange of shares between the company and that of Dr. A. Wander, AG, Berne. Registered shares in Dr. A. Wander to the face

value of S Fr. 600 or registered shares in Glaro, SA to the face value of S Fr. 1,000 will be exchanged for one registered share in Sandoz to the value of S Fr. 500. An extraordinary meeting is to be called on October 24 to approve a share capital increase of S Fr. 20 million.

**BEATSON, CLARK & CO., LTD.**—An offer for sale of 1,275,000 5s. Ordinary shares of the company has been made at 15s. per share. Application lists were to open on October 6. Dr. Alec Clark is chairman of the company. Over the last ten years turnover has increased from £1.2m. to £2.9m. In 1966 Beatson direct export sales totalled £445,000. Pre-tax profits of not less than £415,000 are forecast for the year to December 31, and the directors forecast dividends totalling 15 per cent. in a full year.

**SAVORY & MOORE, LTD.**—Subject to audit, group profits, before tax, for the year to March 31, were £185,972 (£142,765), taxation was £82,626 (£64,867). The pre-tax profits for 1967 were after a charge of some £25,000 for selective employment tax whereas in 1966 it was nil. The improvement in the trading results was mainly due to better results from Martindale Samore, Ltd. Following the acquisition of the group by Macarthy Pharmaceuticals, Ltd., it is not intended to recommend the payment of a dividend on the Ordinary stock.

**FARBWERKE HOECHST, A.G.**, West Germany.—World turnover during the first nine months of the year—(September figures estimated)—has increased by roughly 9.5 per cent., compared with the same period last year, to a total of Dm. 4,650 m. Taking into account the turnover of Reichhold Chemie, A.G., the figure increases to 10.6 per cent. or Dm. 4,700 m., chemical industry. The company's domestic plant investment will amount to Dm. 700 m. in 1967; investments in participations both at home and abroad bring the total investment to approximately Dm. 1,000 m. It is anticipated that investment in new plant in 1968 will involve a similar figure. Foreign investments include a new pharmaceuticals finishing plant in Canada, due to be completed this year. World turnover of the Hoechst group, after deducting all inter-company business is estimated to reach a figure of Dm. 6,400 m. in 1967, an increase, compared with last year, of rather more than 10 per cent.

**JOHN & E. STURGE, LTD.**—Group turnover for half-year ended June 25, £1,634,900 (£1,345,100 in the same period of 1966). Group profit, before taxation, £222,300 (£180,600); and taxation, £130,300 (£118,100). Trading has been good, a substantial part of the increased turnover stems from sales which may not be repeated in the second half year and from Glutamates, Ltd., which was not part of the group until mid-1966; nevertheless results for the remainder of the year are expected to show a distinct improvement on those of the corresponding period last year, state the directors. An interim dividend of 7 per cent. (same) is declared. The directors also recommend

the capitalisation of reserves to bring the issued capital up to £1 m. by the issue of free shares on the basis of one-for-three, the new shares not ranking for the interim dividend. Shareholders are warned not to anticipate that the rate of dividend, 16 per cent. a year during each of the last three years, will be maintained on the capital as increased by the scrip issue, although a dividend in excess of that paid in respect of the preceding year, may be justified.

**MACARTHYS PHARMACEUTICALS, LTD.**—The chairman (Sir Hugh Linstead) at the annual meeting on September 28 said that the company in common with other companies supplying medicines found that the demand was restricted during the past year by reason of the mild weather. Nevertheless turnover increased to a record £9,363,046 and there was every reason to assume that taking one year with another the general tendency of recent years would continue and turnover steadily mount. In contrast with turnover the net profit fell by 19.53 per cent. Several factors were responsible, of which the fixed costs of delivery services were the most important. Macarthy's reputation depends on service and that must be maintained even when the demand for medicine falls off. Sir Hugh said that the application of the selective employment tax in their case was a direct penalty charged on an essential service. For a manufacturer who performed precisely the same service the reward was not merely freedom from the tax but the payment of a bonus into the bargain. There was no possible justification for such discrimination, he said. Turning to the amalgamation with Savory & Moore, Sir Hugh said: "We as a company can be satisfied that we have not only served the interests of our shareholders by this operation but the wider interests of pharmacy also." The amalgamation will provide economies and opportunities for expansion.

## BUSINESS CHANGES

**R. WESTON (CHEMISTS), LTD.**, have acquired the business of F. B. Vickers, Ltd., 598 Attercliffe Road, Sheffield, 9, and are trading as "Westons Chemists."

**LUCKSTONE CO., LTD.**, have removed to 110 Wilmslow Road, Handforth, Wilmslow, Ches., (telephone: Wilmslow 23945).

THE telephone number of the headquarters building of Macarthy Pharmaceuticals, Ltd., Chesham House, Romford, Essex, will be Romford 46033 from October 9.

**POTTER & CLARKE, LTD.**, have transferred their production and accounts departments to 9 Wellesley Road, Croydon, CR9 3LP (telephone: 01-688 4135). Address for sales is P.O. Box No. 3, East Croydon, CR9 6HD. (telephone: 01-688 2158).

THE wholesale divisions of W. Paterson & Co., Ltd., and Henry Weinberger, Ltd., have been transferred to Britannia House, Drayton Park, London, N.5 (telephone: 01-226 4455). The accounts department for both companies remains at Beckenham, Kent.



**CROOKES LABORATORIES, LTD.** are to form a new subsidiary, Basingstoke Pharmaceuticals, Ltd., to undertake manufacture for Crookes as well as for other companies. The name of Crookes Laboratories, Ltd. will be retained for the marketing and development company and both companies will be subsidiaries of a holding company to be known as the Crookes Laboratories Group, Ltd.

**POLAROID (U.K.), LTD.**, opened a new distribution centre at Huggins Lane, Welham Green, Hatfield, Herts (telephone: Hatfield 65251) on October 2. The new centre handles orders, customer service, camera repairs and distribution. The company's accounts, technical products and sales departments remain at Rosanne House, Welwyn Garden City, Herts (telephone: Welwyn Garden 23331).

FROM October 1, Cullingford of Chelsea, Ltd., Lunt Avenue, Liverpool, and Balfour Laboratories, Ltd., Rotherham, have combined their resources and are now operating as one company under the name of Cullingford of Chelsea, Ltd., from the Liverpool address. Mr. D. Ross-Boardman (formerly marketing manager, Balfour Laboratories, Ltd.), has been appointed marketing manager, and Mr. J. Gosling continues as sales manager of Cullingford of Chelsea, Ltd.

### Appointments

**MAWS PHARMACY SUPPLIES, LTD.**, Barnet, Herts, have appointed Mr. C. Mitchell brand manager for their nursery products.

**MAYBORN PRODUCTS, LTD.**, Sydenham Road, London, S.E.26, have appointed Mr. D. F. Pope their U.K. sales manager.

**GUERLAIN, LTD.**, Perivale, Middlesex, have appointed Mrs. J. Lombardi representative, to cover (together with Mr. Curzon), the Home, Eastern and Southern Counties.

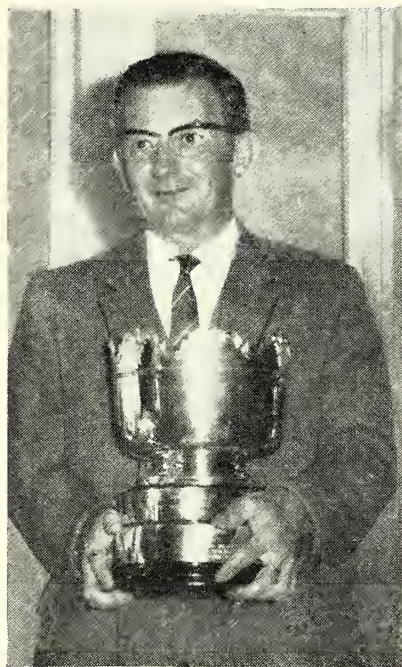
**CLAIROL, LTD.**, 66 Baker Street, London, W.1, have appointed to their sales force Messrs. A. B. Lovell (North Midlands area), A. J. Clent (South Midlands), W. Long (Northern Ireland) and W. G. Fallon (West London).

### PERSONALITIES

**MR. M. J. BARNES, M.P.S.**, secretary of Brighton and Hove Branch of the Pharmaceutical Society and a director of Lane & Stedman, Ltd., Hove, has announced his engagement to Miss Valerie Moon. Miss Moon was runner-up to Miss Cecilia Colledge in the world ice-skating championships some years ago and has performed in nearly twenty ice shows throughout the country and abroad.

**MR. A. B. HAYNES, M.P.S.**, Broadstone, Dorset, was admitted an honorary alderman at a special meeting of the Poole Council recently. The mayor (Alderman F. G. Rowe), in presenting him with an illuminated address, paid tribute to Mr. Haynes for his services to the borough over more than 30 years. Mr. Haynes joined the council in 1936, became sheriff in 1940 and mayor and alderman in 1949. He was "father" of the council at the time of his retirement as an alderman in May.

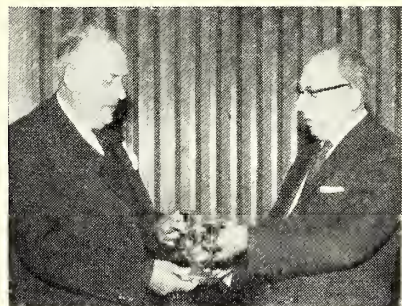
**MR. MARSDEN LEWIS, M.P.S.**, 145 Franciscan Road, London, S.W.17, who is a member of South London



and Surrey Pharmacists' Golfing Society won the men's section of the *Evening News* national golfing tournament played over the Camberley Heath course, Surrey, on September 27, beating his opponent in the final by 3 and 1.

**MR. J. T. DODS** (governing director of the old-established Cumberland chemists, Thos Edmondson, Ltd., Penrith), has organised a petition in the town against the county council's proposal to apply a parking ban to the side of Corn Market which includes his firm's premises. Mr. Dods says: "What we want in front of our shops is thirty-minute parking, which would give a quick turnover of shoppers." His firm will also object formally at any public inquiry into the proposals. The urban council also favours thirty-minute parking in Corn Market.

**MR. L. F. KITCH, M.P.S.** (general manager, home sales department, Glaxo Laboratories, Ltd.), has retired after completing thirty-one years' service with the company. Mr. Kitch was apprenticed to the late Mr. Walter Deacon, M.P.S., a former president of the Pharmaceutical Society, and qualified as a pharmacist in 1926 from the



Mr. Kitch (left) receiving the candelabra from Mr. Bide.

Bath and West of England College of Pharmacy. He was in retail pharmacy in Exeter for ten years before joining Glaxo as an assistant in the sales department when the company began operating from its Greenford headquarters in 1936. During the 1939-45 war, Mr. Kitch was seconded in 1943 to the Ministry of Supply. After rejoining Glaxo in 1945, he was appointed assistant to the sales manager, Mr. O. F. Morgan, M.P.S., who is now the company's deputy managing director. Mr. Kitch was appointed home sales manager in 1954 and general manager, home sales department in 1962. In the post-war years he has played a considerable part in the development of the company's foods and pharmaceutical business. Mr. A. E. Bide, B.Sc., F.R.I.C. (chairman, Glaxo Laboratories Ltd., and a director of Glaxo Group, Ltd.), presided at a ceremony at Greenford recently to mark Mr. Kitch's retirement and further tributes to his service were paid at the company's home sales conference at Grange-over-Sands, Lancs. Presentations to Mr. Kitch included a silver candelabra and an album of signatures from colleagues, a silver tea service from the board of directors; a silver salver from the company's area sales executives; a silver cigarette box from the sales representatives and a picnic hamper from the staff at the company's warehouse, Dukinfield, Ches.

**M. JEAN VIGAN** (president, *Union National de Grandes Pharmacies de France*) who has been lecturing in Britain under the auspices of the Franco-British Pharmaceutical Commission was born in 1916 and is the son of a pharmacist. He qualified from the Faculty of Pharmacy of Paris in 1939 and was called up for military service at the outbreak of war as a hospital pharmacist. On his father's death his mother found it necessary to sell their pharmacy but M. Vigan bought it back at the age of 25 and has conducted it since. He has been actively connected with the *Union National de Grandes Pharmacies*, an organisation dedicated to the "liberalisation" of trade in pharmacy and freedom from state control and has been its president since 1953. Since its creation in 1956, he has also been president of another professional society that provides loans to enable pharmacists to set up in business or to modernise their pharmacies. M. Vigan is a member of a number of international bodies, including the pharmaceutical group of the European Common Market. He was appointed Chevalier of the Legion of Honour in 1964. His son is a student in the Faculty of Pharmacy in Paris.

### DEATHS

**COLLINS.** — On September 7. Mr. Arthur Edisbury Collins, M.P.S., 51 Tatton Road, Orrell Park, Liverpool 9. Mr. Collins qualified in 1929.

**DEACON.** — On September 13. Mr. Thomas William Deacon, M.P.S., 540 Holderness Road, Hull, Yorks. Mr. Deacon qualified in 1929.

**HIRD.** — On September 25. Mr. George Frederick Hird, M.P.S., Hightorne, 28 Thirsk Road, Northallerton.



Yorks. Mr. Hird qualified in 1908. He was for many years a member of the North Riding Executive Council. The pharmacy which he established in 1908 is being carried on by his son (Mr. G. K. Hird).

**MANSFIELD.** — Suddenly, on September 22, Mr. William Frank O'Sullivan Mansfield, M.P.S.N.I., F.B.O.A., Rinfeld, Tiphead Road, Coleraine, Mr. Mansfield qualified in 1935 and had carried on business in Coleraine for twenty-eight years. For the past four years he had represented County Londonderry on the Local Pharmaceutical Committee and he was at one time honorary secretary of North-east Ulster Chemists' Association.

**PATERSON.** — On September 12, Mr. James Stuart Paterson, 2 Whittinghame Gardens, Great Western Road, Glasgow, W.3. Mr. Paterson qualified

in 1925 and retired from the Register in 1967.

**SHEPHERD.** — In Edinburgh on September 23, Mr. John Lamb Shepherd, 1 Pantonsville Road, West Kilbride, Mr. Shepherd qualified in 1914 and before retirement was in business at Gauze Street, Paisley.

**TRACY.** — On September 10, Mr. Charles Henry Tracy, 28 Essenden Road, St. Leonards on Sea, Sussex. Mr. Tracy qualified in 1902 and retired from the Register in 1967.

**WEEKS.** — On September 23, Mr. Albert Edwin Weeks, M.P.S., 39 High Cross Road, Newport, Monmouthshire. Mr. Weeks qualified in 1924.

**WOODHEAD.** — On September 22, Mr. John Ezra Woodhead, F.P.S., 25 Lovelace Road, West Dulwich, London, S.E.21. Mr. Woodhead qualified in 1904.

## TRADE NOTES

**Reformulated and Repacked.**—André Philippe, Ltd., 71 Gowan Avenue, Fulham, London, S.W.6, have reformulated their lacquer-remover shampoo and are now issuing it in a bottle identical in shape with the André Philippe hair-lacquer bottle.

**An Additional Size.** — Camden Chemical Co., Ltd., 61 Grays Inn Road, London, W.C.1, announce that their Omnisepine ointment is now available in jar of 100 gm. in addition to the 550-gm. size.

**New Title.** — Albion Laboratories, Ltd., manufacturing chemists, Talacre Road, London, N.W.5, have discontinued the use of the name Fortronal. The product is being issued under the trade mark Strestal.

**Price Corrected.**—The Dunlop Co., Ltd., G.R.G. division, Cambridge Street, Manchester 1, asks us to point out that the retail price of the Quiltie hot water bottle is 12s. and not as stated in their announcement.

**Larger Packs.** — Pharmax, Ltd., Thames Road, Crayford, Kent, have introduced 500 mil bottles of Megaclor syrup in addition to the 60 mil size and, for Megaclor capsules, containers of 500 in addition to the sixteen and 100 packs.

**Main Distributor.**—Denver Laboratories, Ltd., 12 Carlisle Road, London, N.W.9, have appointed Vestric, Ltd., Runcorn, Ches., main distributors for Avazyme, Bravisol, Geriden, Organidin, Rectalad, Seb-A-Clen, Theo-Organidin and Vosol.

**Pack Sizes Confirmed.**—E. R. Squibb & Sons, Ltd., Moreton, Wirral, Ches, say that there seems to be some confusion about the current packs of Tri-Adcortyl preparations. Both cream and ointment are available in tubes of 15 gm. as stated in the C. & D. Quarterly Price List.

**Matt Creme.**—Scott & Bowne, Ltd., 50 Upper Brook Street, London, W.1, ask us to point out that 4711 for whom they are the sole concessionaires in the United Kingdom, have for more than thirty years marketed 4711 Matt Creme and that the use of "Matt Creme" in respect of other company's products is misleading.

**A Speciality.**—AAA throat spray of

Armour Pharmaceutical Co., Ltd., Hampden Park, Eastbourne, Sussex, is promoted as a medical speciality, not as an over-the-counter product. Each metered spray delivers 1.5 mgm. of benzocaine and 0.04 mgm. of cetalkonium chloride [corrected note].

**One Fragrance Only.**—Goya Ltd., 161 New Bond Street, London, W.1. The three new Goya sprays featured in the recent Christmas gifts supplement to THE CHEMIST & DRUGGIST have a faint masking fragrance only, and are not available in No. 5, Gardenia, Black Rose, Frenzy, Wild Silk, Timeless and Piquant fragrances [corrected note].

**Code Changes.**—Edward Taylor, Ltd., Monton, Eccles, Manchester, advise a change in the pack of the Joystep range of foot aids. The range will now be called the Crown range and the J.27 pack will now be under the code number 4680 and the J.29 pack under the code number 4681. The foot aids are in the same red and white colour scheme as the Crown corn caps and are packed in display outers containing 1 doz.

**Aid to identification.** — Glaxo Laboratories Ltd., Greenford, Middlesex, are issuing sugar coated Crystapen G tablets in the 125 mgm. and 250 mgm. strengths with a film coating and the name and strength printed on each tablet to make them more easily identifiable. The new tablets are smaller in size. There is no change in respect of Crystapen G uncoated tablets which continue to be available. Film coated tablets will be supplied against orders for sugar coated tablets when the present stocks are exhausted. Plain tablets will be supplied against orders not specifying any coating, to conform with B.P. and B.N.F. requirements. The company are also introducing a 100 mil. bottle presentation of Crystapen G syrup to give five days penicillin therapy is now considered the minimum period of treatment required to ensure a proper response. Glaxo are also making available a new 250 mgm. in 5 mil. Crystapen G syrup for older children and adults. The 60 mil presentation of suspension is being discontinued

## EXPANSION PROJECTS

A SPANISH subsidiary of Gillette Co., Boston, U.S.A. — Gillette Espanola SA. — was inaugurated at Seville on September 25. The new plant represents a total investment of £1 million and has over 100 Spanish employees. The inauguration coincided with the introduction of the company's razors into Spain.

A CONTRACT initially worth more than £350,000, to set up a factory in Poland for the manufacture of stainless steel razor blades has been successfully negotiated by Wilkinson Sword, Ltd. The new factory will be some sixty miles from Warsaw and will produce razor blades for the Polish market. It is expected to become fully operational and self-supporting within twelve months.

## Bonus Offers

CLAY & ABRAHAM (MNF.), LTD., 40 Hanover Street, Liverpool 1. Procrax. Twelve invoiced as eleven. Till November 30.

FASSETT & JOHNSON, LTD., 96 De Beauvoir Road, London, N.1. Anti-Bi-San, adult's, child's. Twelve invoiced as ten. Minimum order 1 doz.

FULFORD WILLIAMS (INTERNATIONAL), LTD., Cornwall Road, Hatch End, Middlesex. Barnet. Twelve invoiced as ten. Till November 30.

GOLDEN, LTD., P.O. Box 1. B.X. Berkeley Square House, London, W.1. Recital twenty-nine packs with counter unit invoiced at 168s. 5d.

LENBROOK LABORATORIES, LTD., 1 Shane Road West, Nottingham. Dulcils. Twelve invoiced at 14s. 4d.

TRENTHAM LABORATORIES, LTD., 214 Arkwright Street, Nottingham. Minims. Forty-two invoiced as thirty-six.

VITAMINS, LTD., Upper Mall, London, W.6. Bemax. 8s. 3d. off order for 3 doz. small; 7s. 6d. off order for eighteen large; 8s. off order for twenty-four small, six large; 7s. 9d. off order for twelve small, twelve large. Till October 14. [Corrected note]

## Premium Offers

JEYES GROUP, LTD. High Street, Plaistow, London E.13. 3 Hands. Child's Swiss watch for 39s. 6d. and tear off portion of label from other economy or giant size 3 Hands.

KIMBERLY-CLARK, LTD., Larkfield, Maidstone, Kent. Cathy McGowan raincoats in paper-based synthetic fabric coated with polyvinyl-chloride, for 45s. 6d. plus one tear-out strip from Silk-Soft Kleenex handy 72 or regular 100 (white) or Pretypripts 150 pack (blue or white).

## Discontinued

ALBION LABORATORIES, LTD., Richter House, 14-18 Talacre Road, London, N.W.5. Diaprosan.

ALLEN & HAMBURYS, LTD., London, E.2. Allenburys malt extract with cod-liver oil B.P.C., butterscotch flavour, 1 lb. and 2 lb. jars. Allenburys malt extract with cod-liver oil B.P.C. continues to be available.

HORLICKS PHARMACEUTICALS, LTD., Orchard Lea, Winkfield, Windsor, Berks. Pristacin twelve-piece pack when present stocks are exhausted.

## Trade Shows

N.P.U. GROUP AND MAWS PHARMACY SUPPLIES, LTD., Langfords hotel, Hove, Sussex. October 10, 7.30 to 10 p.m.



## NEW PRODUCTS AND PACKS

### PHARMACEUTICAL SPECIALITIES

**For the Prophylaxis of Pregnancy Anaemia.**—M.C.P. Pure Drugs, Ltd., Alpert, Wembley, Middlesex, have introduced Kelfolate tablets for the prophylaxis of pregnancy anaemia. Each tablet contains ferrous glycine sulphate 225 mgm. equivalent to 40 mgm. ferrous iron, and folic acid 150 micrograms. Recommended dosage is two tablets daily given as a single dose or as two divided doses according to preference. Kelfolate is available in packs of 100, 1,000 and 5,000 tablets.

**Antibacterial and Antifungal.**—To meet a need for a successful short term therapy for the treatment of vaginal infections Geistlich Sons, Ltd., 3 Watergate Row, Chester, offer Gynaflex. The preparation contains in each gramme noxythiolin, oxymethylene methylthiourea 0.025 gm., lignocaine hydrochloride 0.001 gm. in a methyl cellulose base. Container is a disposable applicator containing 7 gm. issued in pack of five.

**Two Steroids.**—CIBA Laboratories, Ltd., Horsham, Sussex, have introduced Sistometril, a pregestogen-oestrogen combination specifically indicated for therapeutic use in menstrual disorders. Each tablet contains 5 mgm. of the pregestogen lynestrenol and 0.15 mgm. of the oestrogen mestranol. The wide range of indications for Sistometril includes dysfunctional bleeding, endometriosis, regulation of onset of menstruation, amenorrhoea, in the absence of pregnancy, functional dysmenorrhoea, and ovulatory pain. Sistometril is available in packs of twenty tablets.

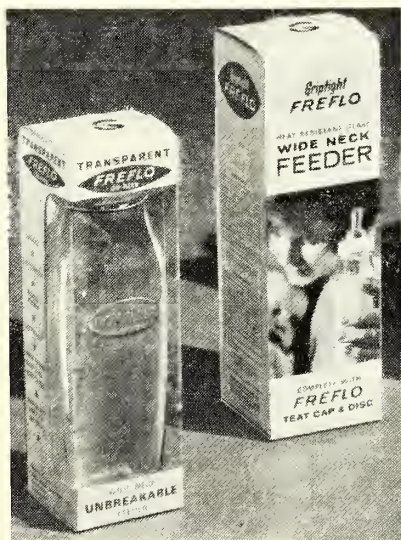
**Anti Inflammatory.**—Geigy (U.K.), Ltd., pharmaceuticals division, Roundthorn Industrial Estate, Wythenshawe, Manchester, 23, have introduced Butazolidin-Alka tablets, each containing 150 mgm. of magnesium trisilicate, 100 mgm. of aluminium hydroxide gel and 100 mgm. of phenylbutazone. Its indications include rheumatoid arthritis, osteoarthritis, ankylosing spondylitis, acute gout and rheumatism, lumbago and neuritis. Dosage is four to six tablets daily initially, reducing to a maintenance dosage which may be as low as one or two tablets daily. Butazolidin-Alka is packed in containers of 100 and 500.

**For Vitamin Deficiencies.**—A. H. Robins Co., Ltd., Foundry Lane, Horsham, Sussex, are introducing Adabee, a vitamin preparation containing vitamin A, 2,000 units; aneurine mononitrate, (B<sub>1</sub>), 15 mgm.; riboflavin (B<sub>2</sub>), 10 mgm.; pyridoxine hydrochloride, 5 mgm.; nicotinamide, 50 mgm., and ascorbic acid, 250 mgm. Adabee is indicated when patients require therapeutic amounts of Vitamins A, B and C or when deficiencies of those vitamins are suspected, also in debilitated or elderly patients who have been on a prolonged inadequate diet and patients on a restricted dietary regimen. Dosage is one Adabee tablet per day. The tablets are yellow and capsule-shaped. Pack is bottle of 100.

**Long-term Management of Angina.**—Hoechst Pharmaceuticals, Ltd., Hoechst House, Kew Bridge, Brentford, Middlesex, are introducing, on October 9, Synadrin 60 tablets for the long-term management of angina pectoris. Each tablet contains 60 mgm. of prenylamine, as the lactate. Adequate initial dosage is required to ensure rapid onset of action and one tablet three times a day is recommended, increased to four or five times a day in patients who do not respond within a week. When the frequency of attacks has been reduced, the thrice daily dosage should be sufficient. Synadrin 60 has been shown to reduce significantly the incidence of anginal attacks and following regular administration, the consumption of short-acting nitrites is said to be reduced or made no longer necessary. Transient drowsiness has been noted at the start of treatment and dosage of hypotensive agents given concurrently may require adjustment. The product is supplied in packs of fifteen and fifty.

### FOODS

**"Synthetic" Food.**—Trufood, Ltd., London Road, Guildford, Surrey, are adding a new formula to their range of "synthetic" foods for the dietary treatment of metabolic disorders. Himazol is produced for use under medical advice in cases of hypercholesterolaemia and certain other conditions where a polyunsaturated fat diet is indicated for infants and children. It can also be used to replace cows' milk completely where a non-animal fat diet is required by adults. The new formula is made from skimmed cows' milk with the butterfat replaced by unhydrogenated maize oil. It is spray dried but, unlike Trufood's milk formulae for normal babies, the casein to non-casein protein ratio is not adjusted. Pack is a 16 oz. tin.



**NEW PACKS:** The two packs illustrated have been introduced for the Freflo range of baby feeding bottles marketed by Lewis Woolf Grightlight, Ltd., Birmingham. The window carton is for Freflo de luxe, the other carton for heat-resisting glass Freflo feeding bottle.

### COSMETICS AND TOILETRIES

**Perfume and Soap.**—Goya International, 161 New Bond Street, London, W.1, have added to their range a cream perfume and creamy toilet soap each in all the Goya fragrances, Piquant, Timeless, Wild Silk, Frenzy, Black Rose, Gardenia and Goya No. 5.

**In Twenty-four Shades.**—Innox (England), Ltd., 436 Essex Road, London, N.1, claim that "super" Jewelfast 22 Special lipstick gives "protective care to the lips and a firm dewy look that is never wet or greasy." There are twenty-four colours in the range and each lipstick is in an attractive white and gold case.



**MASCULINE AND MODERN:** New presentations for Balenciaga men's toiletries. Toilet water box is in navy and white stripes and bottle is gold-topped. Atomiser is in black and gold. Balenciaga products are handled in Britain by French Perfumery Co., Ltd., 35A Bessborough Place, London, S.W.1.

**Dandruff-control Shampoo.**—Colgate-Palmolive, Ltd., 76 Oxford Street, London, W.1, have launched a new dandruff control shampoo, Gard, containing zinc deophene. Turquoise blue in colour and delicately perfumed, the product is a thick cream that lathers freely. It is issued in a cartoned screw-capped jar.

**Poured in.**—Myram Picker, Ltd., Hook Rise, Kingston By-pass, Surbiton, Surrey, have introduced in the Miners range a Brush Lipslik which is applied with a brush. "Because it's so soft and glossy, it had to be poured into the case." The colours are Bare as Bare, Bold as Gold, and Skintight Pink.

**Added to Range.**—Dorothy Gray, Ltd., 45 Conduit Street, London, W.1, have added three new shades to their Nacre range of lipsticks to complement the new autumn fashions. They are:—"Glittering beige," a "warm pink winter beige" lipstick ideal with fawns and beiges. "Glittering pearl," a true clear pink and "glittering rose," a richly glowing lipstick shade "needed by the older woman wearing the fashionable browns." The company have also added to their list a "creamy skin perfume in Midnight and Elation fragrances." Pack is a vase-shaped bottle containing 1 oz. A polythene bottle with flip-top dispenser cap has been adopted for the company's new Natural Glo creamy shampoo. Among their new luxury items are simulated black patent leather beauty cases in two sizes, small and large, both are elegant, slim and in a handbag design with a red shot silk interior.



## Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

### Action Committee Urges Action

SIR,—From the numerous letters published by your paper on the feelings of N.H.S. contractors over the recent cut, it is evident that some steps should be taken by Pharmaceutical Committees to establish contact with the contractors they represent. May I therefore suggest that, like the N. E. London Pharmaceutical Committee, all Pharmaceutical Committees should arrange meetings of their local contractors to discuss the following points:—

1. That a cut in oncost is unjust.
2. That the Central N.H.S. (Chemist Contractors) Committee does not represent contractors, and has no contact with Pharmaceutical Committees, and avoids consultation with them.
3. A vote of no confidence in the Central N.H.S. (Chemist Contractors) Committee.

J. H. WILLIAMS,  
Secretary,  
Chemists Action Committee,  
London, S.W.16

### Sauce for Goose

SIR,—At a time when the Ministry of Health is becoming particularly parsimonious over oncost etc. I suggest that they take a good hard look at their own administration expenses. To-day, and not for the first time, I have received yet another E.C.N. just two days before my cheque becomes due. With a stamp at fourpence, an envelope, clerk's time, overheads etc. these pieces of "bumph" must cost the taxpayer about ninepence a time. Multiplied by many thousands (we all receive these things) this is a considerable sum of money, which could be saved if the Ministry included them with each month's cheque. Or is this too simple for our bureaucratic betters? Perhaps we should have a time and motion study on THEM!!

"EX CAMERA PRINCIPIS"

### No Hidden Profit

SIR,—Your reader's letter referring to the half-yearly report of Timothy Whites & Taylor, Ltd. (see *C. & D.*, September 30, p. 304), reminds me of a similar announcement made earlier in the year by the chairman of Messrs. Boots, which also gave the mild winter as one of the excuses for a drop in profits. I am a private pharmacist in a small way of business. I never cut prices — my Gillette "silver" blades are 3s. 7d., films are sold at prices recommended by makers, I have no "sales," no two-for-the-price-of-one offers, no free gifts. I don't tempt my customers into my shop by large scale advertising and I don't sell handbags, clocks, etc. to boost my turnover. Most of my goods come from wholesalers so I haven't the advantage of large scale buying. I was also affected by the mild winter, yet my figures for the year just completed show an increased turnover and increased profit. There must be a moral somewhere!

A MIDLAND CHEMIST

### A Loss All Round

SIR,—I have received many letters of complaint regarding the latest cut in the oncost, some distressing. I have hitherto explained that I had never been concerned in N.H.S. matters leaving it to our negotiators, and that their answers seemed reasonable; we had to take the bad with the good. Nevertheless, as a member of the Council, albeit a new one, I decided to make check tests in my own pharmacy, and then invite two Manchester friends to compare them with their own findings. Allowing for variations in prescribing habits, etc., the final results were the same. As expected, they found that for short periods, e.g. a rush hour, both being young and fit men, they could dispense the easy proprietary prescriptions in about 2½ minutes. They admitted, however, that they could not keep it up for long, and that my figure of four minutes for all-day dispensing, five days a week was right. In other parts of the country the salary of a qualified man may be a little more or a little less and the figure for "dead" stock may vary. I think we owe a debt to Mr. Blum and his friend. If his figures were faulty we must in fairness admit that he never claimed otherwise, and specifically invited criticism. My own figures may be at fault. I too invite criticism. But, if they stand, then our negotiators have a case to answer.

#### DIVISION OF 8-HOUR DAY (40-HOUR WEEK) (Average time in minutes)

1. Opening post, reading news briefs writing letters, directing orders ...	30
2. Two wholesalers phoning for orders twice daily at 10 mins. ...	40
3. One medical rep. every 2 days ...	10
4. One DDA every 3 days ...	5
5. Queries on scripts, phoning doctors, checking new lines ...	15
6. Endorsing and filing scripts ...	15
7. Two coffee breaks of 10 mins. ...	20
8. Stocking bottles and labels ...	10
9. Three ointments extemporaneously prepared including cleaning up* ...	60
10. One lotion (etc.) extemporaneously prepared including cleaning up* ...	10
11. Ten mixtures freshly made including cleaning up* ...	70
* About national average	

Thereafter 1 script every 4 mins. for	285
	196
	481

No. prescriptions dispensed, 49 plus the specials (9,10,11) 14. ...	63
In 40-hour week = 63 x 5 ...	315
RECEIPTS PER WEEK	£ s d
315 prescriptions at 2s. 3d. ...	35 8 9
315 prescriptions oncost at 10½ per cent. (of 87-7d.) ...	12 1 9
Total ...	47 10 6
OUTGOINGS PER WEEK	£
Pharmacists' salary ...	40
Holidays (4 weeks) cost ...	4
Interest on value of dispensing stock	2
Dead stock ...	1 to 2
Insurance for pension and sickness ...	3
Stocktaking and accountancy ...	1 to 2
Total ...	53

JACOB LEVY, Director,  
Pharmaceutics (M/c) Ltd.

## BRANCH EVENTS

### ISLE OF WIGHT

#### Social Evening

A SUCCESSFUL social evening held on September 28 and organised by the branch social committee is reported from the Isle of Wight Branch of the Pharmaceutical Society. Thirty-eight members and friends attended a film, talk, by Mr. E. Scoltock of John Harvey & Sons, Ltd. and tasting of wines.

### EPSOM AND SUTTON

#### Prospects in Europe

RETAILERS will probably have to accept more responsibility than they do today for the goods they sell if Britain joins the European Common Market said Mr. A. G. M. Madge (a member of council of the Pharmaceutical Society) when he addressed a joint meeting of the Epsom and Sutton Branches of the Pharmaceutical Society and the National Pharmaceutical Union recently. Mr. Madge said that since Britain's first application to join the Common Market had been rejected, those on the Continent had built up a system "which worked" and he did not think that they were going "to bend their structure unduly to let us in." In Europe social security took varied forms. Many thought that the friendly society was a most appropriate system and it was one the doctors preferred because it left them relatively free and independent. Britain's Health Service was likely to be a difficulty from the point of view of harmonisation. The effect on pharmacies in Britain would depend on the date, if ever, Britain joined the Common Market. The more consolidation that had been achieved by the Six, the more difficult it would be for Britain. When he summed up he thought that the Pharmaceutical Society would likely continue as an autonomous body but he felt it would lose many of its legal powers. Pharmacists might lose their right to practice pharmacy wherever they chose. He felt that the last traces of price maintenance would go and that distribution of medicines might be more stringently controlled. During the discussion Mr. Madge said he did not believe there would be common pricing since the prices were based on wages and costs and that might well differ in each country. MR. F. C. WILSON, Wimbledon, referred to the E.E.C. Pharmaceutical Advisory Committee's recommendation that the University course should last five years. He believed that much of the work done in French universities was normally done between "O" and "A" level in Britain's grammar schools. When one member suggested that so far as pharmacy was concerned the only achievement in the European Community was the setting up of the European Pharmacopoeia; another pointed out that about 18 months previously the Advisory Committee had published a skeleton plan for the machinery concerned with the registration of products. The next step would probably concern the concomitant documentation and then there would be a directive on labelling, but advertising presented a problem.





# CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at  
28 Essex Street, Strand, London, W.C.2

TELEPHONE: 01-353 6565

## The Wrong Prescription

THE National Health Service, the drug bill and the pharmaceutical industry are all topics so politically charged that it is nearly impossible for outsiders to consider them in a logical manner, and it is probably for that reason that much of the Sainsbury report shows so many signs of confused and illogical thinking.

It is a difficult report to analyse in simple terms because it consists of a complex and sometimes paradoxical set of recommendations each based on a mass of inquiry and reasoning much of which seems self-contradictory. For example, the Committee grudgingly praises the pharmaceutical industry's record, its research, and export achievements, but proposes measures that would surely deprive the industry of the resources with which to continue to innovate and to compete successfully in world markets.

The report acknowledges that high risks are inevitably involved in the search for new drugs and that therefore above-average profits are essential to create incentives to invest in research. It is admitted that the average profits in the industry are reasonable and that it is impossible to lay down arbitrary margins of profit which would provide the necessary incentives. Nevertheless the Committee attempts to achieve that by advocating an elaborate system of cost control simply in order to catch a few companies that are alleged to have made "abnormally high profits." One of those companies showing over 50 per cent. return on capital, although not named in the report, is Messrs. Beecham. That company have pointed out that the Committee have presented an incomplete and misleading picture because, taken over five years and not three, their return on capital was only 11 per cent., and for sixteen years during their research investment phase that return was negative.

The Committee did not recommend nationalisation or even State participation but the Draconian measures of control which they propose, taken to their logical conclusion, would amount to State control.

The report also says that there are some companies that have made a surprisingly small profit. It is in the nature of the pharmaceutical industry that profit-wise there are wide fluctuations over a period of years and at any one time extremes will be evident. We question whether bureaucracy would be anything like as effective a way of controlling the high peaks of profitability as would competition.

The Committee admits that the measures proposed

would entail considerable additions to the Ministry of Health's staff — "amounting to the equivalent of a new division" — and they leave it to the Government to decide that point having regard to the present shortage of manpower in the Civil Service. The Committee do not appear to have realised, or if they did, they have not mentioned the fact, that in order to prepare the data in the special way required pharmaceutical companies will have to increase their staffs to match the Government investigators thus further swelling the number employed in non-productive bureaucracy. It is almost certain that the main source of recruitment for the new technical staff to meet the Sainsbury Committee's recommendations would be the industry itself thus making even more acute the existing shortage of highly skilled technologists. The effect of such competition for qualified scientists, including pharmacists, will undoubtedly also be felt by retail, wholesale and hospital pharmacy.

A proposal which the committee said had been widely advanced in Britain and abroad was that the doctor should be required to prescribe under approved names and that the pharmacist should dispense the cheapest make of the medicine. Such substitution — or as some prefer to call it, "dispensing the equivalent"—receives no support from the Committee who have accepted that a doctor may have greater confidence in the quality and safety of a medicine if he knows and has had experience with the particular manufacturer.

Some of the Committee's recommendations, such as the establishment of the Medicines Commission and those concerned with tidying up the regulations concerning safety and marketing practices are sensible and will be generally accepted. Most are in any case already embodied in the recently published White Paper. But some of the Committee's other proposals show a lack of understanding of the industry. For instance, facilitating the use of section 41 of the Patents Act, 1949 would lead to many company versions of each product, each of which the pharmacist would have to stock because the doctor would still be able to specify the one he required. Also if the Pharmaceutical Services are brought within the definition "Services of the Crown" chemists might have to keep different stocks for private and N.H.S. patients.

The proposals to abolish brand names and to amend the patent laws for "ethical" pharmaceutical products are likely to be the most controversial in view of the Committee's findings that brand names tend to provide an incentive to firms to develop new products, and that product competition stimulated by brand names is desirable. Their recommendation thus seems curiously illogical; it will certainly be regarded by the industry as disastrous and if implemented must discourage innovation.

We cannot believe that for a relatively small theoretical saving by the National Health Service the Government would be prepared to risk sabotaging an industry that is a prototype of the kind of technologically based industry on which the country's future economic health must surely depend. We hope that the Government thinks carefully before carrying out measures which could seriously hamper the British pharmaceutical industry's capacity to compete in world markets and deprive it of the incentive to invest in future research.

## Overseas Trade During August

UNITED Kingdom exports of pharmaceutical products in August dipped for the second consecutive month this year. At £4,859,000 the value was at the lowest for any month since January 1966 and compares with an average monthly value of £6,419,000 for the first six months of the present year. With medicated and unmedicated dressings the total, as classified under division 54 of the Overseas Trade Accounts (H.M. Stationery Office, price 30s.) was £5,267,000. A summary of the items making up the August totals, together with a number of pharmaceutical chemicals from another division are given in the table below.

EXPORTS	£'000		£'000		£'000
Vitamins in bulk	98	Organotherapeutic		Sulphonamides, bulk	157
products	99	glands, etc.		tablets	16
Antibiotics		bulk	10	other products	33
Penicillin, bulk	145	Sera and vaccines	152	Proprietary medicines	1,578
" injections	72	Aspirin, bulk	53	Unclassified medicines	855
" tablets, ointments, etc.	240	products	22	IMPORTS	
Other antibiotics, bulk	400	Antihistamines products	60	Vitamins	111
products	434	Antipaludics products	41	Antibiotics	329
Alkaloids, bulk	80	Barbiturates, bulk	109	Alkaloids	62
products	10	products	19	Glycosides, glands, sera, vaccines	53
Hormones, bulk	102	Medicated confectionery	40	Proprietary and veterinary medicines	315
products	251	Ointments, liniments*	73	All other	218
Glycosides	27	Surgical dressings	408	*not specified elsewhere	

## Pharmaceutical Society of Northern Ireland MONTHLY MEETING OF COUNCIL

A LETTER from the Ministry of Health and Social services acknowledging receipt of a memorandum of pharmacy services prepared by the Future of Pharmacy Committee of the Council of the Pharmaceutical Society of Northern Ireland was read at the Council's monthly meeting in Belfast on September 21. The letter stated that arrangements would be made for a meeting with representatives of the Council to discuss the memorandum.

### Medical Representatives Examinations

The Association of the British Pharmaceutical Industry, replying to a request from the Society for information about its examinations for medical representatives, intimated that it was arranging to hold examinations for medical representatives (see *C. & D.*, June 17, p. 558), but in those examinations there would be neither failures nor passes. The object was to obtain information about the level of knowledge on various subjects of a cross-section of representatives to help in instituting standards. It was pointed out that when pharmacy examinations were instituted it was not expected that medical representatives who were registered pharmacists would be required to sit for subjects in which they had already qualified.

Mr. A. N. Morrison, Belfast, was co-opted to fill a vacancy on the Council.

The report of the treasurer (Mr. R. M. Watson) which showed the finances of the Society to be in a sound state was approved.

A report on the British Pharmaceutical Conference in Blackpool was given by several of the members and it was decided to direct the secretary (Mr. W. Gorman) to write a letter of thanks to the Conference organisers.

The secretary reported that the Pharmacy Act, 1967 (see *C. & D.*, June 10, p. 544) came into operation on August 1 and the Society's new regulations became operative from August 7.

A letter addressed to the president was read from Mr. J. C. Turnbull (executive director, Canadian Pharmaceutical Association) conveying the Association's greetings to their Northern Ireland colleagues and expressing thanks

So far as the destination of the exports was concerned no single market's purchases reached the £300,000 mark. The largest customer was the Irish Republic with £289,000 followed by Australia with £265,000 and Western Germany, £250,000. Exports to the Republic of South Africa totalled £202,000 and to Japan £190,000.

Unfortunately for the balance of payments, imports of pharmaceutical and medicinal products at £1,088,000 during August showed little sign of falling also; antibiotics accounted for about one-third of the total. The United States with sales valued at £195,000, West Germany with £174,000 and Belgium, £154,000 were the main suppliers of the division's imports.

on behalf of the officers and members of the Association for the good wishes conveyed by Council member, Mr. H. G. Campbell, who represented Northern Ireland at the recent Council Meeting of the International Pharmaceutical Federation in Toronto. A report on the conference was given by Mr. Campbell.

The president referred to the death of Council member, Mr. A. Templeton, Garvagh, and a vote of sympathy was passed, the members standing as a mark of respect.

Apologies for absence were received from, Professor O. L. Wade; and Messrs. B. Flatley (vice-president); N. A. J. Anderson; W. Donaldson; and H. W. Gamble; and Dr. R. G. R. Bacon.

Members present were the president (Mr. A. T. Hardy) in the chair; together with Messrs. W. H. Boyd; H. G. Campbell; R. J. Davidson; J. Gordon; W. T. Hunter; J. Kerr; M. T. McGread; G. E. McIlhagger; D. Moore; J. Paul; J. C. Wellwood; J. D. Pollock and R. M. Watson.

## NEW FILMS

### A Way With Warbles

*Cooper, McDougall & Robertson, Ltd.*, Berkhamsted, Herts. 16-mm. Colour. Running time 11 minutes.

THE warble fly, a pest which resembles the wild bee and infests seventy out of 100 cattle in Britain, is the villain of the film which demonstrates both the new method of control by means of a systemic insecticide poured along the back and the previous signs of warble fly infestation are derris wash. The obvious signs of warble fly infestation are shown and described in the commentary, as is also the life cycle of the warble fly.

### This Is Your Lung

*Allen & Hanbury's, Ltd.*, Bethnal Green, London. E.2. 16-mm. Sound. Colour. Running time 25 minutes.

THE colour film is designed to draw attention to the dangers of cigarette smoking, and is produced, say the company, at what might be termed a "popular science" level, summarising current medical opinion and evidence in a manner which "drives home the message to adults and adolescents alike."



## CROOKES bonus/discount terms

### Influvac

Polyvalent influenza virus vaccine

terms

1ml Influvac in Disposable Syringe	12/- each
1ml ampoule	10/- each
10ml vial	80/- each
100ml vial	700/- each

Orders of £15 or more qualify for a discount of 5%

Orders of £25 or more qualify for a discount of 10%

### Karvol

Inhalant capsules

bonus terms

Bonus terms are available to registered retail pharmacists, on packs of 10 capsules in whole dozens from—  
1 September until 31 October.

2 dozen to 11 dozen packs of 10 Capsules, 13 to dozen.

12 dozen or more packs of 10 capsules, 14 to dozen.

Retail price inclusive of Purchase Tax. 2/11½d. per tin.

A Karvol counter dispenser is available.

## CROOKES halibut oil

capsules

terms

(available only on orders direct from registered Retail Pharmacists). 1 September to 31 October.

Parcel E 36 tins of 30 capsules and 3 bonus	Net Cost	£3 0 9
Parcel N 24 tins of 60 capsules and 2 bonus	Net Cost	£3 12 11
Parcel L 12 tins of 120 capsules and 1 bonus	Net Cost	£3 8 10
Parcel X 24 tins of 30 capsules and 2 bonus, 12 tins of 60 capsules and 1 bonus, 12 tins of 120 capsules and 1 bonus.	Net Cost	£7 5 10

Orders over £5 nett, excluding Purchase Tax, carriage paid.



The CROOKES Laboratories Limited  
Basingstoke Hampshire Basingstoke 3212

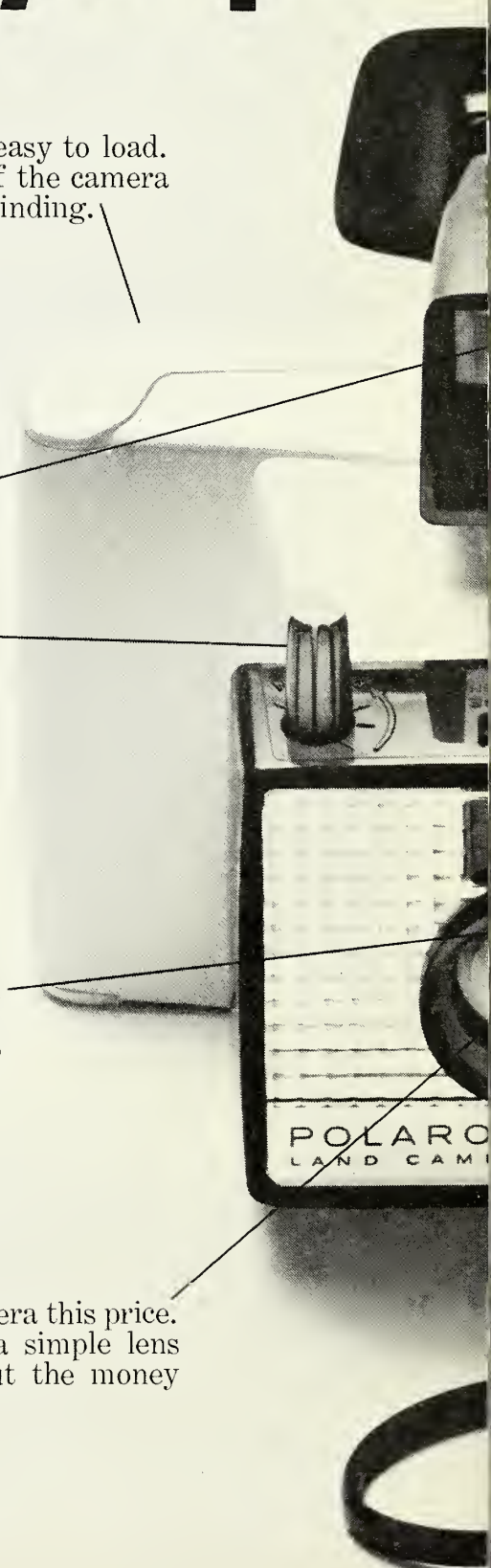
# If you were designing what would you put in

**Instant Loading.** The Swinger is easy to load. The film drops right into the back of the camera in seconds. There's no threading or winding.

**A remarkably precise photometer.** An ingenious photometer built into the viewfinder reads YES when the exposure is right. The photographer twists a little knob until he gets the brightest, clearest YES. Then he knows the exposure is perfect. And it's as accurate as one costing far more. Yet Polaroid has been able to build it into this inexpensive camera.

**An extremely small aperture.** Pictures taken in bright sunlight have an amazing depth of field, from portraits as close as two feet all the way to infinity. The 3000 speed film makes it possible. And there's no focusing to worry about.

**An unusually good lens** for a camera this price. The small aperture requires only a simple lens system so Polaroid was able to put the money into quality.





October 7, 1967

## Cumulative price changes

AMENDING C & D  
QUARTERLY PRICE LIST  
FOR SEPTEMBER 1967

D	No. 89 For Men (468 F) existing entry											
	No. 89 For Men (468 F)											
I	after shave lotion	—	—	11 9								
	brilliantine	—	—	21 9								
	oil	—	—	21 9								
	solid	—	—	8 0								
	deodorant	—	—	8 0								
	hair cream	—	—	9 0								
	lotion	—	—	11 9								
	pre-shave lotion	—	—	21 9								
	shampoo cream	—	—	9 0								
	shaving cream	—	—	16 9								
	lather	—	—	6 9								
	brushless	—	—	9 0								
	bowl	—	—	12 3								
	talcum	—	—	9 0								
	toilet soap (3)	—	—	10 9								
	toilet water	—	—	30 0								
		—	—	50 3								
		—	—	93 9								
4711 (113 S & B)												
	eau de Cologne	—	—	22 6								
	atomiser No. 9810	IS2 0	42 0	22 6								
	AAA (61 APC)†	—	—	—								
	throat spray	6 0ea	1 8ea	10 8								
	Ad. A. M. (1091 Rybar)	—	—	—								
	mixture	4oz 4S 0	12 S	6 8								
	Akineton (86 Barclay)	—	—	—								
	tablets	250 73 10ea	—	110 9								
	tablets	20	—	—								
	tablets	200	—	—								
	Albamycin (1263 Upjohn) TS	—	—	—								
	tablets 250mgm	100 180 0ea	—	—								
	Allegron (378 Dista)	—	—	—								
	tablets 10mgm TS	—	—	—								
	Allenbury's (34 A & H)	—	—	—								
	malt extract	1 lb 42 9	—	4 9								
	2 lb 79 6	—	—	8 10								
	with c.i.o.	1 lb 42 9	—	4 9								
	2 lb 79 6	—	—	8 10								
	butterscotch	—	—	—								
	flavour	1 lb 42 9	—	4 9								
	2 lb 79 6	—	—	8 10								
	pastilles	—	—	—								
	blackcurrant	2oz 20 0	3 4	2 6								
	1 lb 9 9ea	1 8ea	14 8	—								
	Ammident (1178 Stafford)	—	—	—								
	toothpowder	—	—	—								
	Amokole (781 Lusty's)	—	—	—								
	tablets	50 21 0	S 9	3 1								
	125 48 0	13 2½	7 6	—								
	Ampiclox (1393 BRL)	—	—	—								
	Ampiclox Neonatal (1393 BRL) TS	—	—	—								
	Ancoloxin (179 BDH) †s7	—	—	—								
	tablets	250 101 4ea	—	152 0								
	André Philippe (48 AP)	—	—	—								
	shampoo lacquer	28 11 9	3 2½	1 9								
	remover	—	—	—								
	Anusol HC (1310 WW) TS	—	—	—								
	ointment	15gm 122 0	—	15 3								
	10gm	—	—	—								
	Argotone (1077 Rona)	—	—	—								
	nasal drops	20mils 31 0	8 4	4 2								
	Assugrin (1493 Zyma)	—	—	—								
	Fullsweet cubes	100 31 6	—	3 6								
	Atkinson (76 Atkinson)	—	—	—								
	English lavender	—	—	—								
	21cc 44 1	11 10	6 6	—								
	Gold Medal eau de	—	—	—								
	Cologne	41cc 71 3	19 1	10 6								
	82cc 132 4	35 6	19 6	—								
	143cc 203 6	54 7	30 0	—								
	317cc 390 0	104 7	57 6	—								
	654cc 746 0	200 0	110 0	—								
	watch flask	20cc 40 9	10 11	6 0								
	soap toilet	2½oz 17 0	4 7	2 6								
	bath	5½oz 24 10	6 8	3 8								
	A toi (76 Atkinson)	—	—	—								
A	parfum de toilette	—	—	—								
	82cc 91 7	24 7	13 6	—								
	perfume	—	—	—								
	purse	54 3	14 7	8 0								
	½oz 91 7	24 7	13 6	—								
	¾oz 169 8	45 6	25 0	—								
	A/AH 49 2	13 2	7 3	—								
D	talcum	—	—	—								
D	talcum	100gm	—	—								
	Azostix (843 ML)	—	—	—								
	reagent strips	25 45 0ea	—	—								
	Berkmycen (117 BPL) TS	—	—	—								
	capsules 250mgm	16 4 11ea	—	7 5								
	100 28 0ea	—	42 0	—								
	1000 248 4ea	—	372 0	—								
	tablets	16 4 11ea	—	7 5								
	100 28 0ea	—	42 0	—								
	1000 248 4ea	—	372 0	—								
	Betnesol (518 Glaxo)	—	—	—								
D	ointment	—	—	—								
	Betnesol-N (518 Glaxo)	—	—	—								
D	cream	—	—	—								
D	Biogastrone (117 BPL)	—	—	—								
	tablets 25mgm	—	—	—								
	Biopar (61 APC)	—	—	—								
	forte tablets	60 10 8ea	—	16 0								
	500 76 0ea	—	114 0	—								
	Bralium (533 Grabowski)	—	—	—								
D	lotion 3% 100gm	—	—	—								
D	4% 100gm	—	—	—								
	Brands (1221 Thawpit)	—	—	—								
	calf's foot jelly	10½oz 29 11	—	3 2								
	essence of beef	2½oz 37 2	—	4 0								
	Brontina (192 Brocades) †s7	—	—	—								
	(distributors 221 Camden)	—	—	—								
	ampoules 2mils 12	11 9ea	—	15 8								
	tablets 1mgm 100	15 6ea	—	20 8								
	Brylcreem (105 BTD)	—	—	—								
	travel case	5S 11	15 S	7 7½								
	Buoyance (481 F & S)	—	—	—								
	hair setting gel	small 28 6	7 10	1 6								
	(3 doz.)	—	—	—								
	Butazolidin Alka (501 Geigy) †s4B	—	—	—								
	tablets	100 18 4ea	—	27 6								
	500 85 0ea	—	127 6	—								
	Bynin Amara (34 A & H)	—	—	—								
D	10oz	—	—	—								
	Calazeam (312 AC)	—	—	—								
	cream	1S 6	4 3	2 6								
D	Calcium-Diuretin (86 Barclay)	—	—	—								
	Californian Poppy (76 Atkinson)	—	—	—								
	perfume	trial 15 4	4 1	2 3								
	standard 22 1	5 11	3 3	—								
	Camdogon (221 Camden)	—	—	—								
	horse ringworm	—	—	—								
	treatment 450 mils 16	0ea	4 5ea	28 5								
	Candeptin (774 LR) TS	—	—	—								
	vaginal tablets 28	18 10ea	—	28 3								
	Cardiazol (86 Barclay)	—	—	—								
	liquid 10% 10mils	50 0	—	6 3								
D	liquid 10% 100mils	—	—	—								
D	Cardiazol Dicoed (86 Barclay)	—	—	—								
D	Cardiazol ephedrine (86 Barclay) all packs	—	—	—								
	Cerevon (218 Calmic)	—	—	—								
D	elixir 40oz	—	—	—								
	Chanel (247 Chanel)	—	—	—								
	for men	—	—	—								
	after shave	—	—	—								
	Cologne	—	—	—								
	30 0	—	—	30 0								
	50 0	—	—	50 0								
	37 6	—	—	37 6								
	65 0	—	—	65 0								
	5 0	—	—	5 0								
	8 0	—	—	8 0								
	15 0	—	—	15 0								
	Chantage (76 Atkinson)	—	—	—								
	parfum de toilette	—	—	—								
	811 91 7	24 7	13 6	—								
	perfume	—	—	—								
	801 54 3	14 7	8 0	—								
	802 91 7	24 7	13 6	—								
	803 169 8	45 6	25 0	—								
	A/CH 49 2	13 2	7 3	—								
D	talcum	—	—	—								
D	talcum	100gm	—	—								
	Chymar (61 APC)	—	—	—								
	ointment	—	—	—								
	Cinemax (817 MPS)	—	—	—								
	cine camera C401	—	—	1199 6								
	Colorfast (265 Clairol)	—	—	—								
	shampoo 4oz 32 6	8 6	4 10	—								
	Conquerors (312 AC)†	—	—	—								
	anti-smoking tablets	18 35 6	9 9	5 10								
	Coronette (563 Hampshire)	—	—	—								
	lacquer refill 13 6½	3 8½	1 10	—								
	Coty (301 Coty)	—	—	—								
	highlighter gold	534 72 9	19 6	10 9								
	jewelled finisher	691 98 6	27 1	14 6								
	pressed powder	582 51 0	14 0	7 6								
	Cradocap (1007 PL)	—	—	—								
	shampoo tube	18gm 18 0	S 0	2 8								
	Crystapen G (518 Glaxo) TS	—	—	—								
	syrup	—	—	—								
	125mgm/5mils	100mils 60 0	—	7 6								
	250mgm/5mils	100mils 90 0	—	11 3								
	tablets 125mgm	100 10 6ea	—	15 9								
	500 50 0ea	—	75 0	—								
	250mgm	100 20 0ea	—	30 0								
	500 97 6ea	—	146 3	—								
	Crystapen V (518 Glaxo) TS	—	—	—								
	tablets 125mgm	100 11 6ea	—	17 3								
	500 54 6ea	—	81 9	—								
	1000 105 0ea	—	157 6	—								
	250mgm	100 22 6ea	—	33 9								
	500 105 0ea	—	157 6	—								
	1000 205 0ea	—	307 6	—								
	Cutax (493 Gambles)	—	—	—								
	cuticle remover	21 8	5 11½	3 0								
	cuticle cream	21 8	5 11½	3 0								
	nail flex 14gm	21 8	5 11½	3 0								
	strong nail 14gm	30 4	8 4	4 3								
	CVK (2 Abbott) TS	—	—	—								
	capsules 125mgm	100 11 6ea	—	17 3								
	500 54 6ea	—	81 9	—								
	250mgm 100 22 6ea	—	33 9	—								
	500 105 0ea	—	157 6	—								
	Film tabs 125mgm	50 6 6ea	—	9 9								
	100 11 6ea	—	17 3	—								
	500 54 6ea	—	81 9	—								
	1000 105 0ea	—	157 6	—								
	250mgm 25 6 6ea	—	9 9	—								
	100 22 6ea	—	33 9	—								
	500 105 0ea	—	157 6	—								
	1000 205 0ea	—	307 6	—								
D	Denclen (832 MW)	—	—	—								
	Denclen (657 IL)	—	—	—								
	Dentu-Creme (1178 Stafford)	—	—	—								
	economy size 34 5	9 6	4 9	—								
	Depron SA (1310 WW) †s1	—	—	—								
	capsules 50 27 0ea	—	40 6	—								
	250 121 6ea	—	182 3	—								
	Dequadin (34 A & H)	—	—	—								
	lozenges 40 36 0	—	4 6	—								
	Desert Flower (1131 Shulton)	—	—	—								
	hand and body lotion	—	—	—								
	special 1717 S3 3	14 3	8 0	—								

D	Dimyrl (1530 Fisons)	pastilles	2	0	0	—	2	6	clean'n curl kit	57	6	15	10	8	6	jar	—	—	35	6
D	Distaquaine V (378 Dista)	T5 tablets 125mgm	100	11	6ea	—	17	3	cosinda	22	0	6	1	3	3	hair set	—	—	15	0
D			500	54	6ea	—	81	9	nailfile boards (5)	22	0	6	1	3	3	hand cream	—	—	9	9
D			1000	105	0ea	—	157	6	standard size	22	0	6	1	3	10	lotion	—	—	18	9
D			250mgm	100	22	6ea	—	33	9	(10x5)	22	0	6	1	3	10	—	—	8	6
D				500	105	0ea	—	157	6	contour blending	57	6	15	10	8	6	—	—	13	9
D				1000	205	0ea	—	307	6	brush	57	6	15	10	8	6	—	—	21	9
D							—	—	cosmetic pencils	23	6	6	6	3	6	—	—	11	9	
D							—	—	5in	26	6	7	6	4	0	—	—	21	9	
D							—	—	7in	14	6	4	1	2	3	—	—	—	—	
D							—	—	cosmetic sponge	111	0	30	6	16	6	—	—	—	—	
D							—	—	Disguise	20	0	—	—	2	6	—	—	—	—	
D							—	—	eyelash applicator	205	0	56	5	30	6	—	—	—	—	
D							—	—	eyelashes	205	0	56	5	30	6	—	—	—	—	
D							—	—	goldline	84	0	—	—	10	6	—	—	—	—	
D							—	—	silverline	116	0	—	—	14	6	—	—	—	—	
D							—	—	waterproof	124	0	—	—	15	6	—	—	—	—	
D							—	—	eyelashes self-	132	0	—	—	16	6	—	—	—	—	
D							—	—	adhesive	140	0	—	—	17	6	—	—	—	—	
D							—	—	natural daytime	168	0	—	—	21	0	—	—	—	—	
D							—	—	medium close	200	0	—	—	25	0	—	—	—	—	
D							—	—	close	148	0	—	—	18	6	—	—	—	—	
D							—	—	3D coquette	140	0	—	—	17	6	—	—	—	—	
D							—	—	3D sophisticate	140	0	—	—	16	6	—	—	—	—	
D							—	—	3D mannequin	168	0	—	—	21	0	—	—	—	—	
D							—	—	eyelashes sable tone	200	0	—	—	25	0	—	—	—	—	
D							—	—	two star	148	0	—	—	18	6	—	—	—	—	
D							—	—	three star	140	0	—	—	17	6	—	—	—	—	
D							—	—	double outer	168	0	—	—	21	0	—	—	—	—	
D							—	—	fringe	200	0	—	—	25	0	—	—	—	—	
D							—	—	eyelashes natural	124	0	—	—	15	6	—	—	—	—	
D							—	—	fur	140	0	—	—	17	6	—	—	—	—	
D							—	—	discreet trim	140	0	—	—	17	6	—	—	—	—	
D							—	—	long trim	140	0	—	—	17	6	—	—	—	—	
D							—	—	eyelashes jewelled	145	0	39	11	21	6	—	—	—	—	
D							—	—	natural fur	168	0	46	4	25	0	—	—	—	—	
D							—	—	close R.T.	189	0	52	0	28	0	—	—	—	—	
D							—	—	sable two star	189	0	52	0	28	0	—	—	—	—	
D							—	—	sable tone	189	0	52	0	28	0	—	—	—	—	
D							—	—	Eylight	52	0	14	4	7	9	—	—	—	—	
D							—	—	eyeliner brushes	44	0	12	1	6	6	—	—	—	—	
D							—	—	red sable standing	44	0	12	1	6	6	—	—	—	—	
D							—	—	red sable contour	44	0	12	1	6	6	—	—	—	—	
D							—	—	red sable folding	57	6	15	10	8	6	—	—	—	—	
D							—	—	Eymatic mascara	60	6	16	8	9	0	—	—	—	—	
D							—	—	refill	35	0	9	8	5	3	—	—	—	—	
D							—	—	fingernails regular	84	0	—	—	10	6	—	—	—	—	
D							—	—	slimline	100	0	—	—	12	6	—	—	—	—	
D							—	—	longline	100	0	—	—	12	6	—	—	—	—	
D							—	—	fixative self-adhesive	16	0	—	—	2	0	—	—	—	—	
D							—	—	Hairlites	60	0	—	—	7	6	—	—	—	—	
D							—	—	Lashclens	3	4	11	6	—	—	—	—	—	—	
D							—	—	Lashcurl	11	6	3	2	1	9	—	—	—	—	
D							—	—	Lashfix standard	16	0	—	—	2	0	—	—	—	—	
D							—	—	large	28	0	—	—	3	6	—	—	—	—	
D							—	—	lipbrush	40	6	11	2	6	0	—	—	—	—	
D							—	—	lip liner pencils	26	6	7	6	4	0	—	—	—	—	
D							—	—	Liqualiner	40	6	11	2	6	0	—	—	—	—	
D							—	—	Liqualiner and eye	31	6	8	8	4	9	—	—	—	—	
D							—	—	make-up remover	33	6	9	3	5	0	—	—	—	—	
D							—	—	Lovlinail	68	0	—	—	8	6	—	—	—	—	
D							—	—	Mend'a nail	125	0	34	5	18	6	—	—	—	—	
D							—	—	Model Eyes	20	0	—	—	2	6	—	—	—	—	
D							—	—	Nailfix	32	0	—	—	4	0	—	—	—	—	
D							—	—	remover	28	6	7	10	4	3	—	—	—	—	
D							—	—	nail polish remover	30	0	—	—	3	9	—	—	—	—	
D							—	—	red sable brush	34	0	—	—	4	3	—	—	—	—	
D							—	—	No. 1	85	8	23	7	12	9	—	—	—	—	
D							—	—	No. 2	37	0	10	2	5	6	—	—	—	—	
D							—	—	Shadobrow	37	0	10	2	5	6	—	—	—	—	
D							—	—	Shadoliner	37	0	10	2	5	6	—	—	—	—	
D							—	—	Shadomatte	45	6	12	6	6	9	—	—	—	—	
D							—	—	Shadostick	57	6	15	10	8	6	—	—	—	—	
D							—	—	three-in-one brush	84	0	23	1	12	6	—	—	—	—	
D							—	—	three to get ready	84	0	23	1	12	6	—	—	—	—	
D							—	—	Farina, Johann Maria (592 Gorney)	8oz	33	6	—	1	9	—	—	—	—	
D							—	—	Farlene (448 Farleys)	8oz	33	6	—	1	9	—	—	—	—	
D							—	—	(1gross)	17	7	—	—	11	—	—	—	—	—	
D							—	—	(2 doz.)	16	9	—	—	1	9	—	—	—	—	
D							—	—	Farleys (448 Farleys)	24	10	—	—	2	7	—	—	—	—	
D							—	—	rusks	17	9	4	10	2	6	—	—	—	—	
D							—	—	family pack	40z	—	—	—	—	—	—	—	—	—	
D							—	—	Fennings (1307 Waterhouse)	40z	—	—	—	—	—	—	—	—	—	
D							—	—	gripe mixture	40z	—	—	—	—	—	—	—	—	—	
D							—	—	17 9	40z	—	—	—	—	—	—	—	—	—	
D							—	—	Ferromyn (218 Calmic)	20oz	17	lea	—	—	—	—	—	—	—	
D							—	—	"B" elixir	40oz	—	—	—	—	—	—	—	—	—	
D							—	—	40z	—	—	—	—	—	—	—	—	—	—	
D							—	—	"B" elixir	40z	—	—	—	—	—	—	—	—	—	
D							—	—	40z	—	—	—	—	—	—	—	—	—	—	
D							—	—	Fidji (Laroche (1415 Parim))	20z	—	—	—	53	6	—	—	—	—	
D							—	—	eau de toilette	20z	—	—	—	90	0	—	—	—	—	
D							—	—	20z	—	—	—	—	160	0	—	—	—	—	
D							—	—	40z	—	—	—	—	57	0	—	—	—	—	
D							—	—	40z	—	—	—	—	90	0	—	—	—	—	
D							—	—	40z	—	—	—	—	130	0	—	—	—	—	
D							—	—	40z	—	—	—	—	200	0	—	—	—	—	
D							—	—	40z	—	—	—	—	225	0	—	—	—	—	
D							—	—	40z	—	—	—	—	70	0	—	—	—	—	
D							—	—	40z	—	—	—	—	40	0	—	—	—	—	
D							—	—	40z	—	—	—	—	8	0	—	—	—	—	
D							—	—	40z	—	—	—	—	23	0	—	—	—	—	
D							—	—	40z	—	—	—	—	—	—	—	—	—	—	
D							—	—	40z	—	—	—	—	—	—	—	—	—	—	
D							—	—	40z	—	—	—	—	—	—	—	—	—	—	
D							—	—	40z	—	—	—	—							



# **KLEENEX<sup>®</sup>** **FOR MEN** **TISSUES**

A pair of hands is shown tearing a white Kleenex tissue. The tissue is held taut between the hands, and the word "NEW" is printed in red, while "EXTRA STRENGTH" is printed in black. The background is a solid green color.

**NEW EXTRA  
STRENGTH**

**Extra strong, best for colds**







# big national TV launch campaign

for New Extra Strength  
Kleenex for Men



Starting early November, a great national TV campaign will launch New Extra Strength Kleenex for Men in a big way! At least 13½ million housewives will see the launch commercial six times or more! And additional TV support will be following in the winter peak sales period. Over the next 12 months, more than £200,000 will be spent advertising New Kleenex for Men and New Silk-Soft Kleenex Tissues.

**6<sup>d</sup> coupon offer  
on both  
these packs  
means more sales  
—more profit  
for you!**

To make sure that your customers try New Extra Strength Kleenex for Men Tissues, we have put a 6d. coupon offer on both New Kleenex for Men and New Silk-Soft, 150's Tissues which will be redeemable against your customers' next purchase of New Kleenex for Men Tissues.

## Special retailer bonus offer!

Yes, there's a new bonus offer specially for you on both New Silk-Soft, 150's and New Extra Strength Kleenex for Men Tissues. Be sure to ask your Kimberly-Clark representative or wholesaler all about it!



These offers mean guaranteed sales for you! So stock and display both New Extra Strength Kleenex for Men and New Silk-Soft Kleenex Tissues now!

\*Regd. Trademark Kimberly-Clark Corp.



La Ronde IQ	—	—	510 0	
Auto IQ	—	—	665 0	
Auto 500	—	—	590 0	
Super Auto IQ	—	—	799 6	
with lamp	—	—	—	
with timer and lamp	—	—	879 6	
Super Auto IQ250	—	—	899 6	
with lamp	—	—	—	
with timer and lamp	—	—	979 6	
viewers	—	—	—	
Hanimette	—	—	21 0	
Happy Feet (1383 MFCC)	—	—	—	
Danish exercise clogs	—	—	—	
Kristina 39 6ea	—	—	59 11	
Harriet Hubbard Ayer (852 Molyneux)	—	—	—	
Imagination	—	—	55 6	
after bath oil spray	—	—	32 6	
refill	—	—	35 0	
bath oil	—	—	37 6	
parfum de toilette	—	—	55 6	
aerosol	—	—	32 6	
refill	—	—	57 6	
perfume	—	—	10 6	
soap	—	—	11 9	
talcum	—	—	—	
Helena Rubinstein (596 HR)	—	—	—	
Lumina compact	—	—	39 6	
make-up	—	—	15 6	
eye shadow	—	—	42 0	
face powder	—	—	42 0	
foundation	—	—	15 6	
lipstick	—	—	—	
Herbalene (781 Lusty's)	—	—	—	
2 1/2oz 17 6	4 10	2 7	—	
5oz 26 0	7 1 1/2	3 10	—	
Hexital (922 Ortho) ts4A	—	—	6 9	
tablets	100 54 0	—	—	
dp500 15 0ea	—	—	—	
Hygex (598 Henderson) existing entry	—	—	—	
Hygex (598 Henderson)	—	—	—	
brushes	—	—	—	
ladies hair	—	—	—	
bristle	301 103 9	28 6	—	
wire	102 64 9	17 10	—	
military	—	—	—	
bristle	361 107 6	29 7	—	
nylon	385 71 8	19 8	—	
nail bristle	750 36 3	10 0	—	
nylon	770 26 3	7 3	—	
nylon	775 17 1	4 8	—	
Hymosa (887 New Era)	—	—	—	
lotion handbag size	20 0	5 6	3 0	
Ilosone (413 Lilly) T5	—	—	—	
for oral suspension	—	—	—	
100mils	11 8ea	—	17 6	
Imperacin (649 ICI) T5	—	—	—	
syrup	60mils 4 9ea	—	7 2	
Inco (1073 Robinson)	—	—	—	
pads	10 65 0	—	7 6	
Iod Calcium Diuretin (86 Barclay)	—	—	—	
Ipseal (1093 Sale)	—	—	—	
hygienic baby salve	—	—	—	
tubelets (10)	30 0	8 3	4 6	
Italian Marble (1561 MD)	—	—	—	
bath bliss	100cc 84 0	22 6	12 6	
bath talcum	85gm 71 0	19 0	10 6	
J'aime (755 LPJH)	—	—	—	
eau de toilette	1oz 9 0ea	2 2ea	15 0	
1 1/2oz 14 9ea	3 11ea	27 6	—	
3oz 22 8ea	6 1ea	42 6	—	
7 1/2oz 36 0ea	9 8ea	67 6	—	
diffuseur	4oz 36 0ea	9 8ea	67 6	
perfume	—	—	—	
Lilliput trial	67 6	18 3	10 6	
atomiser	1/2oz 20 0ea	5 4ea	37 6	
refill	1/2oz 36 6ea	9 9ea	68 6	
refill	1/2oz 22 8ea	6 1ea	42 6	
Jean Sorelle (669 Sorelle)	—	—	—	
glass decanter	—	—	—	
bubble bath	—	—	—	
skittle	50804 67 0	17 11	9 11	
teenage doll	50715 32 7	8 8 1/2	4 11	
teenage doll	50716 53 7	14 8 1/2	7 11	
Junabeans (781 Lusty's)	—	—	—	
200 33 0	9 1	4 10	—	
Kalms (781 Lusty's)	—	—	—	
tablets	150 57 0	15 8	8 4	
500 15 3ea	4 2ea	27 0	—	
Kelgar (781 Lusty's)	—	—	—	
perles	96 66 0	18 1 1/2	9 8	
Kelm (781 Lusty's)	—	—	7 0	
KiKU (1587 RFL)	—	—	—	
after bath Cologne	—	—	—	
4oz	—	—	39 6	
8oz	—	—	59 6	
bath oil	—	—	52 6	
bath powder	—	—	39 6	
bath soap (1)	—	—	14 9	
(3)	—	—	37 6	
bath tray	—	—	10 9	
Body soft	—	—	37 6	
Kilkof (939 Parkinson)	—	—	—	
3oz 18 2	5 0	2 6	—	
8oz 36 4	10 0	5 0	—	
Kotex (702 KC)	—	—	—	
sanitary towels	—	—	—	
size 1	12 23 6	—	2 6	
size 2	5 10 6	—	1 2	
size 2	12 26 3	—	2 11	
size 0	10 18 0	—	2 0	

Largactil (971 P5MB) ts4B	—	—	—	
syrup	—	—	—	
25mgm/3-6mils all packs	—	—	—	
25mgm/5mils	—	—	—	
125mils 40 0	—	5 0	—	
1litre 22 8ea	—	34 0	—	
2litre 43 4ea	—	65 0	—	
Lentheric (753 Lentheric)	—	—	—	
frosted dusting	—	—	12 6	
frosted lighting	—	—	12 6	
nail colour pearl	—	—	12 0	
shape-maker compact	—	—	21 0	
refill	—	—	8 0	
Onyx hair lotion	—	—	—	
without oil	—	—	8 11	
Tweed after-bath spray	—	—	14 3	
Lilia (761 Lila-White)	—	—	—	
sanitary towels	—	—	—	
new disposable 12 20 7	—	2 1	—	
Lil-lets (761 Lilia-White)	—	—	—	
normal	10 19 4	—	2 0	
super	10 21 5	—	2 3	
super plus	10 23 11	—	2 6	
Liqufruta (1102 Sanitas)	—	—	—	
pastilles	18 6	5 1	2 9	
Lusty's (781 Lusty's)	—	—	—	
back and kidney	—	—	—	
herbs	17 6	4 10	2 7	
bath cubes (6)	30 0	8 3	4 4	
brilliantine	16 0	4 5	2 4	
charcoal tablets	60 13 0	—	1 6	
500 56 0	—	—	2 9	
Charvita tablets	120 35 0	9 7 1/2	5 2	
chlorophyll tablets	—	—	—	
5gr	100 18 6	5 1	2 8	
3gr	120 18 6	5 1	2 8	
constipation herbs	17 6	4 10	2 7	
culinary herbs	—	—	—	
parsley, marjoram,	—	—	—	
sage, thyme, mint	—	—	—	
and mixed	1oz 9 0	—	1 0	
bay leaves	1oz 8 6	—	11 1/2	
digestive tablets	50 17 6	4 10	2 6	
150 38 0	10 5 1/2	5 6	—	
Fullers earth cream	14 6	3 11 1/2	2 1	
garlic perles	96 66 0	18 2	9 8	
192 122 0	33 0 1/2	18 0	—	
1000 44 0ea	12 1ea	77 6	—	
tablets	50 21 0	5 9	3 1	
150 59 0	16 2 1/2	8 8	—	
500 13 0ea	3 7ea	23 0	—	
1000 20 0ea	5 6ea	35 3	—	
herbal ointment	—	—	—	
1oz 14 6	4 0	2 1	—	
2oz 20 0	5 6	3 0	—	
cigarette mixture	—	—	—	
gold seal	23 6	—	2 9	
pipe mixture gold	—	—	—	
seal	16 6	—	2 0	
skin cream	tube 17 0	4 8	2 6	
2oz 22 0	6 0 1/2	3 3	—	
tablets special	50 17 6	4 10	2 6	
150 38 0	10 5 1/2	5 6	—	
kelp powder pure	—	—	—	
4oz 17 6	4 10	2 6	—	
7oz 26 0	7 1 1/2	3 9	—	
tablets 5gr	150 28 0	7 8 1/2	4 1	
500 69 0	19 0	10 2	—	
malts 12gr	40 14 6	4 0	2 1	
120 33 0	9 1	4 10	—	
300 58 0	15 11 1/2	8 6	—	
1000 15 0ea	4 1 1/2ea	22 6	—	
capsules	24 22 0	6 0 1/2	3 3	
84 62 0	17 0	9 1	—	
lecithin capsules	300 8 4ea	2 3 1/2ea	12 6	
lemon hand cream	—	—	—	
tube	17 0	4 8	2 6	
2oz 22 0	6 0 1/2	3 3	—	
lime flower tisane	—	—	—	
4 1/2oz 36 0	—	3 9	—	
menthol cones	12 0	—	1 6	
natural herb	—	—	—	
tablets	60 14 6	4 0	2 1	
150 26 0	7 1 1/2	3 10	—	
nerve tablets	50 17 6	4 10	2 6	
150 38 0	10 5 1/2	5 6	—	
perfume, Indian	—	—	—	
Flowers, Eastern	—	—	—	
Poppies, Flor	—	—	—	
d'Orient	34 0	9 4	5 0	
pilewort ointment	tube 19 6	5 4	2 10	
and with hazel	—	—	—	
suppositories	12 27 0	7 5	4 0	
pills celery, neuritis,	—	—	—	
anaemia or	—	—	—	
catarrh	60 16 0	4 5	2 4	
raspberry leaf	—	—	—	
tablets	40 15 0	4 1 1/2	2 3	
120 35 0	9 7 1/2	5 2	—	
tea	17 6	4 10	2 7	
rheumatism herbs	17 6	4 10	2 7	
rose-hip tablets	—	—	—	
150 48 0	—	6 0	—	
500 12 0ea	—	18 0	—	
1000 22 8ea	—	34 0	—	
royal serum	—	—	—	
capsules	13 3ea	3 8ea	23 3	
full course	37 6ea	10 4 1/2ea	66 0	

	seaweed bath tablets	29 0 50 17 6 150 38 0	8 0 4 10 10 5½	4 0 2 6 5 6
	and celery tablets	50 17 6 150 38 0	4 10 10 5½	2 6 5 6
	and sarsaparilla tablets	50 17 6 150 38 0	4 10 10 5½	2 6 5 6
	sleep-inducing tablets	50 17 6 150 38 0	4 10 10 5½	2 6 5 6
	spices, cinnamon	14 0	—	1 7
	talcum powder	22 0	6 0½	3 3
	witch hazel	18 0	—	2 0
	yeast tablets	500 46 0 1000 6 3ea	— —	5 9 9 0
Marcus (1391 MHL)				
	after shave	8 6ea	2 4ea	15 6
	Cologne	10 8ea	2 11ea	19 6
	deodorant	4 8ea	1 4ea	8 6
	hair dressing	4 8ea	1 4ea	8 6
	talcum	5 9ea	1 7ea	10 6
	tonic bath	8 6ea	2 4ea	15 6
	trayette complete	42 9ea	11 10ea	78 0
Marmite (152 Bovril)				
	2oz	16 5	—	1 8
	4oz	28 9	—	2 11
	8oz	47 6	—	4 10
	16oz	86 0	—	8 9
Max Factor (813 MF)				
	Ultra Lucent counter shine	72 8	19 0	10 8
Medina (1391 MHL)				
	aquabath foam	9 0ea	2 6ea	16 6
	Cologne	10 8ea	2 11ea	19 6
	deodorant	4 8ea	1 4ea	8 6
	facial cleanser	6 11ea	1 11ea	12 6
	hand and body lotion	5 9ea	1 7ea	10 6
	talcum	5 9ea	1 7ea	10 6
	vanity tray complete	42 9ea	11 10ea	78 0
Meggeson (832 MW)				
	dyspepsia tablets	150 34 0	9 4	5 0
	pastilles	—	—	—
	bitter lemon jellies	8 0	1 4	1 0
	creme de menthe	11 0	1 10	1 6
	Gee's linctus†DDI	—	—	—
	2oz	14 4	—	1 10
	glycerine and blackcurrant	2oz 15 8	2 8	2 3
	glycerine, lemon and honey	2oz 15 8	2 8	2 3
	menthol and eucalyptus	15 8	4 3	2 5
	mixed fruit	8 0	1 4	1 0
Meggezons (832 MW)				
	cough syrup	24 0	6 7	3 6
	pastilles	17 8	4 10	2 8
	junior	16 8	4 7	2 6
Mene (1073 Robinson)				
	sanitary towels	—	—	—
	size 0	20 9	—	2 3
	1	23 1	—	2 6
	2	27 8	—	3 0
	3	34 7	—	3 9
	4	41 6	—	4 6
Metamsustac (972 Pharmax) ts4B				
	tablets 15mgm	250 37 0ea	—	49 4
Miners (876 MP)				
	frosted brush lipstick	3924 32 1	8 10	4 9
	nail lacquer	—	—	—
	frosted remover	3032 19 8 3031 10 8	5 5 2 11	2 11 1 7
	Quick Clean	26 6	7 7½	3 11
	Tingle	26 6	7 7½	3 11
Modicare (1261 Ucal)				
	lozenges	20 18 0	—	2 6
Moditen (1176 Squibb) ts4B				
	tablets 5mgm	100 40 0ea	—	60 0
D / Monsieur Heim (755 LPJH) existing entry				
	Monsieur Heim (755 LPJH)	—	—	—
	after shave	4oz 17 6ea diffuser 4oz 32 6ea	4 9ea 8 9ea	32 6 60 0
	after shower talc	4oz 6 8ea	1 10ea	12 6
	eau de toilette	4oz 18 6ea 7oz 30 0ea diffuser 4oz 37 6ea	5 0ea 8 11ea 10 1ea	35 0 57 6 70 0
D / Moviscop (1436 D & Co)				
	Moviscop (520 Gnome)	—	—	—
	editor viewer	16 —	—	1070 0
	standard	8 —	—	891 6
Nailoid (31 AP)				
	(distributors 1054 R & R)	—	—	—
	nail hardener	101 4	27 10½	15 0
Napsalgesic (378 Dista) ts1				
	tablets	100 15 0ea 500 67 6ea	—	22 6 101 3
Nembutal (2 Abbott) ts1s4A				
	capsules 100mgm	100 11 4ea 500 52 8ea 1000 99 9ea 5000 490 2ea	— — — —	15 1 70 3 143 0 653 7
Neo Rybarex (1091 Rybar)†				
	½oz	56 0	—	7 0
	1oz	100 0	—	12 6
	4oz	31 6ea	—	47 3

Netelast (1087 Roussel) elasticated net bandage				Radian (1023 Radiol) massage cream 4oz				70cc 22 4 6 2 3 0½ 165cc 42 10 11 9½ 5 10			
size A	10metres	17	0ea	Rarical (922 Ortho) tablets dp1000				cream or lemon minibottle			
B	50metres	75	9ea	Regula (980 Photopia) flash units				6 2 1 8½ 10 34cc 13 7 3 9 1 10½ 70cc 22 4 6 2 3 0½			
C	10metres	32	11ea	AG				Sistometril (262 CIBA) †s4B			
D	50metres	158	8ea	F5 variant				tablets 20 52 0 — 6 6			
E	10metres	37	0ea	FR variant				Skin Deep (76 Atkinson)			
F	50metres	176	10ea	FM variant				cleansing cream 35 8 9 7 5 3			
G	10metres	47	7ea	existing entry				cleansing milk 40 9 10 11 6 0			
Nidoxital (922 Ortho) †s4A				D Relaxa-Tabs (657 IL) existing entry				deodorant roll-on 40 9 10 11 6 0			
capsules	20	8	0ea	I Relaxa-Tabs (657 IL) †s7				foundation cream			
	100	32	0ea	tablets 18 22 3 6 11 3 4				tube 28 3 7 7 4 2			
D Nilodor (1474 NRA)				36 37 2 10 2½ 5 6				jar 50 11 13 8 7 6			
Nilodor (1416 NSC)				<b>Remington</b> (1044R)				moisture milk 50 11 13 8 7 6			
Norash (204 Burford)				shaver				nourishing cream			
nappy rash cream				Selectric 300 140 3ea 37 7ea 231 0				tube 28 10 7 9 4 3			
	20gm	31	0	<b>Revlon</b> (1052 Revlon)				jar 52 7 14 1 7 9			
				Colour Silk †				D Skinfare (76 Atkinson) existing entry			
<b>Nostroline</b> (1549 Matthews)				<b>Rexall</b> (1053 Rexall)				I Skinfare (76 Atkinson)			
	20	6	5 8 2 9	Brightener				cream			
D Novalgin (97 Bayer)				toothpaste 150gm 32 6 8 11½ 4 11				A-FA 71 3 19 1 10 6			
<b>Novara</b> (128 Biometica)				<b>Rheumalene</b> (781 Lusty's)				A-FB 113 8 30 6 16 9			
oil of youth 115cc 105 7 28 4 15 6				balm 23 0 6 4 3 4				A-FC 195 1 52 4 28 9			
<b>Nuavon</b> (179 BDH) †s4B				D Ricoh (565 Hanimex) existing entry				<b>Skin Life</b> (596 HR)			
tablets 21 55 0 — 6 10				I Ricoh (565 Hanimex)				throat and neck			
<b>Nystaform</b> (1460 Dome) T5				cameras 35mm				cream — — 72 0			
ointment 30gm 15 0ea — 22 6				126-C-EE				lotion — — 42 0			
<b>Old Spice</b> (1131 Shulton)				126 Auto				<b>Slacks</b> (781 Lusty's)			
after-shave lotion				case — — 339 6				rheumatism tablets			
3712 46 3 12 5 7 0				case — — 40 0				50 17 6 4 10 2 6			
3710 69 6 18 8 10 6				Super Shot				<b>Smith Kendon</b> (1152 SK)			
travel pack 3719 54 9 14 8 8 3				case — — 59 0				glucose boiled			
presentation 3711 122 6 32 10 18 6				Singlex TLS				sweets 16oz 44 6 6 8 5 3			
talcum 3734 43 0 11 6 6 6				case — — 1677 6				<b>Snowballs</b> (1155 S & N)			
skin conditioner				Ricohflex CdS				wool balls 12 0 — 1 6			
3750 69 6 18 8 10 6				case — — 997 6				<b>Solo</b> (810 Maw)			
body talcum 3740 67 9 18 2 10 3				projector				men's hairdressing 17 1 4 8½ 2 6			
Cologne for men 3742 43 0 11 6 6 6				Trioscope Dual				<b>Soventol</b> (86 Barclay)			
				Riddobron (1059 Riddell)				jelly			
				tablets †				D <b>Spray Net</b> (597 HCL)			
I deodorant aerosol 3881 43 0 11 6 6 6				Riddohaler (1059 Riddell) †				hair spray 3-way			
after-shave lotion				Rolleicord (637 Hunter)				110gm 34 10 9 4 4 9			
lime travel pack				camera VB — — 1246 6				200gm 42 9 11 6 5 11			
lime soap 3503 62 0 16 7 9 8				Rybar (1091 Rybar)				265gm 53 4 14 4 7 6			
D deodorant aerosol 3583 31 6 8 5 4 6				siphon tube				100gm 33 7 9 0 4 7			
				standard plastic				50cc 9 2 2 5 1 3½			
V.S.O.R. all purpose				Rybarex (1091 Rybar) †				<b>Stabillin V-K</b> (147 Boots) T5			
lotion 3787 75 0 20 1 11 6				1oz 56 0 — 7 0				capsules			
3782 314 0 84 2 47 6				1oz 100 0 — 12 6				125mgm 100 11 6ea — 17 3			
<b>Omniseptine</b> (221 Camden)				4oz 31 6ea — 47 3				250mgm 100 22 6ea — 33 9			
ointment (vet.)				Rybarvin (1091 Rybar) †				500 54 6ea — 81 9			
				1oz 56 0 — 7 0				250mgm 100 22 6ea — 33 9			
<b>Opilon</b> (1278 VD)				1oz 100 0 — 12 6				500 105 0ea — 157 6			
(distributors 1310 WV)				4oz 31 6ea — 47 3				D <b>Styptol</b> (86 Barclay)			
tablets 40 mgm 50 18 0ea — 27 0				Ryotol (1091 Rybar) †				<b>Supersoft</b> (563 Hampshire)			
250 84 0ea — 126 0				1oz 36 0 9 0 5 3				hairspray hard to			
D 5mgm 50 & 200 — — —				S.7 (218 Calmic)				hold No. 3 33 11½ 9 4 4 7			
<b>Outdoor Girl</b> (876 MP)				D <b>Sanatogen</b> (1530 Fisons)				I <b>Sylvalkeer</b> (1419 Intec)			
Total Finish				selected multi-				tablets 40 120 0 — 15 0			
Pan (1524 Chembro)				vitamins plus iron				<b>Synalar</b> (649 ICI) T5			
Pan (1164 55L)				60 112 0 — 14 0				cream 50gm 20 11ea — 31 4½			
D Pandora (1590 Setatome)				<b>Sari</b> (1561 MD)				ointment 50gm 20 11ea — 31 4½			
Pandora (540 GES)				bath bliss 100cc 84 0 22 6 12 6				<b>Synalar N</b> (649 ICI) T5			
D Papaverine (86 Barclay)				<b>Saventrine</b> (972 Pharmax)				cream 50gm 21 6ea — 32 3			
Paracodin (86 Barclay) s1DDI				tablets 39mgm				ointment 50gm 21 6ea — 32 3			
tablets 20 59 0 — 7 5				tablets 30mgm				<b>Syndalone</b> (649 ICI) T5			
D drops 100mils				<b>Schick</b> (1054 R & A)				cream 50gm 14 0ea — 21 0			
<b>Paraflex</b> (922 Ortho)				dial adjustable				ointment 50gm 14 0ea — 21 0			
tablets				razor 113 2 31 2 16 9				<b>Tabac Original</b> (961 EGP)			
dp500 39 0ea 10 9ea 16 10				double-edged razor 118 4 32 6 17 6				deodorant spray			
<b>Parafon Forte</b> (922 Ortho)				razor kit H.M.500 284 0 78 1 42 0				84gm — — 15 0			
tablets				Scram (1116 SP)				147gm — — 22 0			
dp500 48 0ea 13 2ea —				(distributors 1545 Vestric)				I soap toilet size (1)			
<b>Para Hypon</b> (218 Calmic) †DDI				mouse repellent 10 0 — 1 2				bath size (1) — — 10 4			
tablets				<b>Seven Seas</b> (176 BCLO)				<b>Tabillin</b> (147 Boots) T5			
dp 100 12 0ea — —				cod liver oil				tablets			
<b>Parke-Davis</b> (938 PD)				6oz 24 9 — 2 9				200,000 units 100 10 6ea — 15 9			
shaving cream tube 24 0 6 7½ 3 7				16oz 51 9 — 5 9				400,000 units 100 20 0ea — 30 0			
brushless tube 24 0 6 7½ 3 7				6oz 29 3 — 3 3				<b>Tang-y</b> (906 Nutona)			
<b>Personality</b> (31 AP)				25 18 0 — 2 3				apple molasses			
(distributors 1054 R & A)				50 28 0 — 3 6				(2 doz.)			
bath velvet				100 52 0 — 6 6				D <b>Tellora D3</b> (1217 Tell)			
44 0 19 6 10 6				500 156 0 — 19 6				2oz and 8oz			
<b>Pifco</b> (983 Pifco)				6oz 38 3 — 4 3				1½oz and 5½oz			
baby bottle warmer				<b>Sevilan</b> (580 DH & Co.)				D <b>Tephamine</b> (1091 Rybar)			
987 24 8ea 6 7ea 39 6				acne cream 20gm 48 0 13 2½ 7 6				<b>Thean 500</b> (68 AH)			
comb'n go 1355 28 2ea 7 6ea 45 0				D Silvikiran (105 BTD) existing entry				suppositories 10 78 0 — 9 9			
Queen curl roller				I Silvikiran (105 BTD)				<b>Tonabath</b> (331 C of C)			
set 1555 131 2ea 35 2ea 210 0				75 hairdressing 46cc 18 3 6 1 3 0				foam bath capsules			
Prince shaver 1127 43 5ea 11 8ea 69 6				aerosol 98cc 30 5 10 1 5 0				8 45 9 12 3 6 9			
				hair cream 120gm 32 5 10 9 5 3				16 72 6 19 6 10 9			
D <b>Plastules</b> (1352 Wyeth)				hair dressing 74cc 16 9 4 7½ 2 3½				<b>Toni</b> (1242 Toni)			
plain 30				hairdressing 74cc 22 4 6 2 3 1				Casual hair lightener 55 1 14 4½ 7 11			
D folic acid 30				hairspray 120gm 33 6 9 3 4 7				<b>Topsy</b> (109 BCL)			
D liver extract 30				pure 158cc 74 6 20 6 10 2				baby cream jar 21 2 5 10 3 0			
<b>Polivirin</b> (518 Glaxo)				D <b>Sevilan</b> (580 DH & Co.)				<b>Top-Taste</b> (588 H & H)			
ampoules 1mil x 6				acne cream 20gm 48 0 13 2½ 7 6				diabetic biscuits 19 2½ — 2 0			
D <b>Preocin</b> (208 BW) T5VPO				D Silvikiran (105 BTD) existing entry				<b>Travla</b> (761 Lilia-White)			
aerosol spray (vet.) — — 32 0				I Silvikiran (105 BTD)				sanitary towels			
<b>Printan</b> (86 Barclay) all packs				75 hairdressing 46cc 18 3 6 1 3 0				(1 gross) 38 1 — 4			
				aerosol 98cc 30 5 10 1 5 0				compressed			
				hair cream 120gm 32 5 10 9 5 3				(1 gross) 36 9 — 4			
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hairdressing 46cc 18 3 6 1 3 0							
				aerosol 98cc 30 5 10 1 5 0							
				hair cream 120gm 32 5 10 9 5 3							
				hair dressing 74cc 16 9 4 7½ 2 3½							
				hairspray 120gm 33 6 9 3 4 7							
				pure 158cc 74 6 20 6 10 2							
				D <b>Sevilan</b> (580 DH & Co.)							
				acne cream 20gm 48 0 13 2½ 7 6							
				D Silvikiran (105 BTD) existing entry							
				I Silvikiran (105 BTD)							
				75 hair							



(AS WELL AS HAND SIZE 1/4d). Containing no perfume, no colouring, no filling, no antiseptics. Prescribed by dermatologists for troublesome and allergic skins: the soap you can recommend with confidence. **FROM YOUR WHOLESALE.**  
The Albion Soap Co. Ltd., Hampton, Middlesex. Telephone: MOLESEY 5062

204 Burford = **Burford Laboratories**, 131 Wilford Road, Nottingham.

336 Curacho = **Curacho Co.**, 26a West Street, Wimborne Minster, Dorset. Wimborne 4387.

372 De Witt = **E. C. De Witt & Co., Ltd.**, P.O. Box No. 3, Cherry Orchard Road, East Croydon CR9 6HD. Croydon 2158.

424 ELP = **English Lakes Perfumery, Ltd.**, Grasmere, Westmorland. Grasmere 444.

540 GES = **Greville Electrical Sales, Ltd.**, 41 Lind Road, Sutton, Surrey. 01-642 9876

571 Stag = **Harker Stag, Ltd.**, 6 Argall Avenue, London, E.10. 01-539 061S.

598 Henderson = **Henderson Bros. division of Addis, Ltd.**, Swansea Industrial Estate, Swansea, Glam. Swansea 32434

614 Hoechst = **Hoechst Pharmaceuticals, Ltd.**, Hoechst House, Kew Bridge, Brentford, Middlesex. 01-995 135S.

1093 Sale = **Sale Pharmaceuticals, Ltd.**, Royal Chambers, Station Parade, Harrogate, Yorks. Harrogate 66639.

1242 Toni = **Toni Co.**, 101 Ison Lane, Great West Road, Isleworth, Middlesex. 01-568 0331.

1389 Merz = **Merz & Co., Ltd.**, 33 Earl Street, Maidstone, Kent. Maidstone 55471.

1391 MHL = **Mardina House, Ltd.**, 20a Selsdon Road, South Croydon, Surrey. CR26PA. 01-688 1200.

1399 TLC = **The Luskstone Co., Ltd.**, 110 Wilmslow Road, Handforth, Wilmslow, Ches. Wilmslow 2394S.

1415 Parim = **Parim, Ltd.**, 14 Grosvenor Street, London, W.1. 01-493 6811.

1416 NSC = **Nilodor Supplies Co.**, Daniel Street, Oldham, Lancs, Main 6421.

1419 Intec = **Intec Proprieties (U.K.), Ltd.**, Crown House, London Road, Morden, Surrey. Liberty 6611.

1546 Sheranal = **Sheranal, Ltd.**, 2 Cross Green Lane, Leeds 9. Yorks. Leeds 22293.

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

[illegible]

lowest cost Nitrofurantoin BP  
50mg tablets 23/- per 50  
100mg tablets 43/- per 50 Basic NHS prices

Chelsea Drug & Chemical Company Limited 310 Old Brompton Road London SW5



• Goya (532 Goya)					
• cream perfume	98 4	26 4	14 6		
• creamy soaps	15 3	4 1	2 3		
• Gynaflex (503 G)					
• applicators	5 25 3ea	—	—		
• Innox (654 Innox)					
• lipstick super					
• jewelfast No. 22					
• special	—	—	8 6		
• Joystep (1073 Robinson)					
• wool felt					
• Kelfolate (824 MCP)					
• tablets	100 4 6ea	—	6 9		
	1000 32 10ea	—	49 3		
	5000 150 0ea	—	225 0		
• Lacamex (1091 Rybar)					
• 4oz	15 6	4 4	2 4		
• 20oz	61 0	16 9	9 0		
• 80oz	18 0ea	4 11ea	32 0		
• Mary Quant (876 MP)-					
• eye gloss	52 5	14 5	7 9		
• lick stick	65 10	18 2	9 9		
• nail bullion	65 10	18 2	9 9		
• D perfume A.M. &					
• P.M. entire entry					
• I perfume A.M.					
	2½cc 144 0	39 7½	21 0		
	1½oz 342 8	94 2½	50 0		
	1oz 480 0	132 0	70 0		
	1oz 685 9	188 7	100 0		
• aerosol	1oz 240 0	66 0	35 0		
• Cologne	1½oz 106 3	29 2½	15 6		
	2½oz 202 4	55 7½	29 6		
• aerosol	1½oz 222 10	61 3½	32 6		
• perfume milk	1½oz 133 9	36 9½	19 6		
• talc	2½oz 78 10	21 8½	11 6		
• I perfume P.M.					
	2½cc 154 0	42 4½	22 6		
	1oz 360 8	99 2½	52 6		
	1oz 514 5	141 5½	75 0		
	1oz 754 4	207 5½	110 0		
• aerosol	1oz 257 2	70 8½	37 6		
• Cologne	1½oz 120 0	33 0	17 6		
	2½oz 229 9	63 2½	33 6		

• aerosol	1½oz 240 0	66 0	35 0		
• perfume milk	1½oz 147 6	40 6½	21 6		
• talc	2½oz 85 8	23 6½	12 6		
• I perfume atomiser	497 0	136 8	73 6		
• I Cologne atomiser	67 8	18 7½	10 0		
• Max Factor (813 MF)					
• eye liner shiny	51 4	13 5	7 6		
• Megaclor (972 Pharmax) T5					
• capsules	500 333 4ea	—	500 0		
• syrup	500mils 40 0ea	—	60 0		
• Me-Ta-Sweet (1596 Haward)					
• 209 4	—	15 6			
• (1½doz)	—	4 9			
• refill	38 0	—	4 9		
• Midnight (385 DG)					
• creamy skin					
• perfume	1oz 96 0	26 5	14 6		

A = Price Advanced  
R = Price reduced  
• = New entry  
D = Delete  
C = Correction  
I = Insert

• Miranda (817 MPS)					
• camera					
• "FVT"	—	—	1599 9		
• C Mirax Laborec (817 MPS)					
• camera complete	—	—	1388 0		
• R Phyllis Scott Lesley (1014 PSL)					
• almond milk	56cc	—	9 9		
• A magnolia creamy					
• moisture lotion	56cc	—	17 6		
• topaz herbal lotion	226.8cc	—	26 9		
• special rejuvenating					
• tissue oil with					
• serum	56cc	—	37 6		
• Pineguard (893 Nicholas)					
• D medium					


• D Pollacine (1393 BRL) entire entry					
• D Pristacin (623 HP)					
• Revlon (1052 Revlon)					
• Moon Drops Hand Fair	5271 115 3	31 8	17 6		
• Natural Wonder					
• foamy facial					
• cleanser	5281 115 3	31 8	17 6		
• night treatment					
• lotion	2890 121 0	33 3½	18 6		
• under make up					
• lotion	2855 121 0	33 3½	18 6		
• Synadrin 60 (614 Hoechst)					
• 15 117 0	32 6	17 4			
• 50 29 6ea	8 1½ea	52 4			
• Synalar (649 ICI) TS					
• forte cream	5gm 17 3ea	—	25 10		
• Rybaform (1091 Rybar)					
• dp	80oz 20 3ea	5 7ea	—		
• A Rybar (1091 Rybar)					
• inhaler					
• syphon tube glass	16 0	—	2 0		
• C Rybar co. tablets	48 0	13 2	7 2		
• Wernets, Dr (1178 Stafford)					
• A denture powder					
• 18gm 18 0	—	2 3			
• C Yani (1091 Rybar)					
• cream	50gm 34 6	9 5	5 1		

## AMENDMENTS TO KEY TO SUPPLIER

154 B=Boehringer Ingelheim, Ltd., Isleworth House, Great West Road, Isleworth, Middlesex. 01-568 9911.  
992 P & C=Potter & Clark, Ltd., P.O. Box No. East Croydon, CR9 6HD. 01-688 2158.  
1315 HW=Henry Weinberger, Ltd., Britannia House, Drayton Park, London, N.5. 01-226 4455.  
1582 Albion=Albion Laboratories, Ltd., 14 Talbot Road, London, N.W.5. Gulliver 3478.  
1596 Haward=C. Haward & Co., Gold Hill, Copthorne, Sussex. Copthorne 2811.  
1597 Ceebrite=Ceebrite, Ltd., 6 Coulter Close, Cuffley, Herts. Cuffley 2622.



# g a £9.19.6 camera, to it (that we haven't)?



**Pictures in 15 seconds.** Snap the shutter of the Swinger and 15 seconds later you have a rich, crisp,  $2\frac{1}{4} \times 3\frac{1}{4}$ , black-and-white print. The 15-second development system in the Swinger is similar to that in the most expensive Polaroid Land Cameras, and features precision-ground, stainless-steel rollers.

**An ideal flash system.** It's easy to get beautiful flash pictures with the Swinger. The flashgun is built in. The photographer drops a flashbulb *into* the camera and he's all set. The Swinger gets all the light it needs from the smallest and most economical flashbulb made. The faceplate of the camera serves as the flash shield. The range is impressive. The photographer can shoot close up or across a room and get beautiful flash pictures.

**A shutter speed of 1/200 second.** The Swinger can freeze action. Indoors and out. Because it uses Polaroid's famous 3000 speed black-and-white film, it's able to have a single shutter speed of 1/200 second. Amazingly high for a simple camera. The Swinger won't stop a bullet in mid-flight, but it will freeze a high diver in mid-air. And it's difficult to blur a picture even if the camera shakes or the subject moves.





Who  
cares  
what  
we like?



## 17 million housewives could!



That's the kind of interest that could follow the new Cussons Imperial Leather Competition.

Customers will be flocking to your shop to buy Imperial Leather soap because millions of Entry Forms will be available in the National Press and Magazines as well as in-store. In the 'Come to Town' competition they're invited to select the particular likes of the Cussons Imperial Leather T.V. family... and the 20 lucky winners and their friends 'Come to Town' on a London shopping spree to be wined, dined and given £100 to spend. There are also 200 runners-up prizes of £5 knitwear vouchers. So one way or another you can expect big demand for all sizes of Imperial Leather soap.

### £50 FOR YOU!

If your shop sells the Imperial Leather to one of the first prize winners you get £50 — and, of course, the usual top profits from this leading toilet soap. So there you are. There are special display entry forms and

stock for you and the competition will be heavily promoted in press, radio and T.V. papers and women's magazines. Add the impact of the current T.V. series and you know you can expect a lot of people round your way. Don't disappoint them.



**ORDER YOUR STOCK AND DISPLAY CUSSONS IMPERIAL LEATHER TODAY**





Lord Sainsbury

**T**HAT all brand names of prescribable medicines should be abolished and that the voluntary price regulation scheme at present in operation for regulating prices of pharmaceutical products to the National Health Service should be replaced by new arrangements, are two of thirty-three proposals made by the Sainsbury Committee in its report on the pharmaceutical industry published on September 28. Other proposals likely to make a big impact on the pharmaceutical industry, if they are accepted by the Government, are the setting up of an independent Medicines Commission with statutory powers and a much tighter control of product promotion.

The Committee, set up by the Minister of Health and the Secretary of State for Scotland in May 1965, was asked to examine the relationship of the pharmaceutical industry in Great Britain with the National Health Service "having regard to the structure of the industry, to the commercial policies of the firms comprising it, to pricing and sales promotion practices, to the effects of patents and to the relevance and value of research; and to make recommendations."

#### Visits Abroad

In addition to taking evidence from a wide range of sources, the Committee visited factories and research establishments in the United Kingdom, the United States and Switzerland and sponsored three inquiries of its own namely, a financial inquiry designed to obtain comprehensive financial information from leading firms in the industry; an inquiry by the Government Social Survey into the sources of information on drugs available to general practitioners and their attitude to them; and an assessment by two panels, of the therapeutic efficiency of a large number of proprietary preparations.

The Committee found that the industry had a creditable record of progress and success and that there was no evidence to suggest that it had failed to produce the goods in adequate quantities at the proper times.

In dealing with prices, profits and



## Report of the Committee of Enquiry into the Relationship of the Pharmaceutical Industry with the National Health Service 1965—1967

**Chairman: Lord Sainsbury**

### SUMMARY OF RECOMMENDATIONS

#### Future Pricing Arrangements

1. Ministry of Health to obtain from manufacturer a standard cost return.
2. Returns to be required for new medicines, existing medicines with N.H.S. sales exceeding £250,000 per annum, and others at option of Ministry.
3. Return to be on the basis of a stated anticipated annual volume of sales and to show proposed margin of profit and selling price.
4. Manufacturer to submit revised return after two years—earlier if estimated sales exceeded by more than 20 per cent.
5. Each firm supplying or manufacturing N.H.S. medicines to furnish annual return showing financial results of its pharmaceutical business.
6. Ministry to compare own estimates of cost with cost returns and negotiate the prices on that basis and in light of successive financial returns.
7. Inclusion in cost return, or financial return, of expenditure incurred by an affiliated or associated company abroad to be accepted only if United Kingdom firm includes such expenditure in its own accounts.
8. Attention of British tax authorities to be drawn to transfer prices of pharmaceutical raw materials or intermediates. Ministry, in assessing cost returns of foreign-owned manufacturing companies, to make use of ability of chemical engineers to assess production costs.
9. Ministry to calculate capital employed on basis of historical cost.
10. Ministers to embody power to call for information in a suitable N.H.S. Act.
11. Ministers to consider amendment of N.H.S. Acts to bring general medical and pharmaceutical services within the definition of "services of the Crown" for the purposes of Section 46 of the Patents Act, 1949.

#### Patents and Brand Names

12. Certain questions on pharmaceutical patents to be referred to recently appointed specialist committee on the Patents Act.
13. No brand names for new pharmaceutical products—Trade Marks Act to be amended. All products to be marketed only under name approved by Medicines Commission.

#### Medicines Commission

14. Independent Medicines Commission to be appointed.

the health departments the Committee found that nationalisation of the industry would not be appropriate because of its largely international character. That implied, in turn, that the operations of companies would continue to be in a large measure guided by the search for profits. In such circumstances reasonable prices could be expected only if manufacturers voluntarily refrained from charging prices higher than were required to meet their necessary costs, reward their shareholders, and provide appropriately for their future financial needs; or competition among suppliers was of a kind that none could charge excessive prices without losing heavily to competitors; or government supervised or regulated prices.

#### "Reasonable" Profits

There were undoubtedly manufacturers who considered reasonableness when setting prices, but firms were in business to make profits and were duty bound in the interest of their shareholders to make as good a return on their capital as practicable. A firm's notion of what was the right price to charge might conflict with the wider interest of the N.H.S. if there was little price competition in the market. Product competition would not in itself keep prices "reasonable." Price competition was an effective discipline. It needed no governmental bureaucracy, was impersonal and required no arbitrary judgments about what was reasonable. The Committee admitted that unregulated price competition had its dangers, even for consumers, for it inhibited businessmen in taking risks and, in particular, might inhibit innovation and jeopardise standards of quality. The desirability of some protection against unregulated price competition was recognised in the patent law. Within the limits provided by that law and by the regulations required to ensure high standards of quality and safety, however, they believed that increased competition would be desirable in the industry. If stronger price competition could be created the task of the Ministry of Health in regulating prices would be less difficult. Much of the problem faced by Health Ministers arose from two matters outside the terms of reference. One was that the demand by patients for medicines was not restrained by any personal economic considerations (no prescription charge); the other that the Health Departments must pay for any prescription medicines that doctors prescribed, and doctors had a virtually unlimited right to prescribe any medicine on the market. There was, therefore, no price competition in the commonly accepted sense and they suggest that it could only be encouraged through a reduction of such obstacles as the duration of the patent monopoly, the heavy promotion of brand names in conjunction with the tendency of doctors to prescribe by brand names, and the inadequate knowledge of relative prices on the part of doctors.

On patents the Committee doubted (with dissentients) the necessity for the monopoly of 16 years to induce adequate research and innovation in the

15. Ultimately no unlicensed prescription medicine to be sold.
  16. Licence to market to be granted only on production of evidence that a medicine has safety and efficacy claimed.
  17. Commission to be empowered to give notice that licensing procedure can be applied to existing medicines from a specified date.
  18. Commission to ensure that information tendered to doctors by companies is impartially presented, complete, and as accurate as possible.
  19. Commission to prepare "control document" for products on basis of information submitted by manufacturer; also abbreviated control document to facilitate control of advertising.
  20. All advertisements to be consistent with control document.
  21. No product subject to licensing procedure to be advertised until a copy of control document has been sent to all practising doctors and pharmacists.
  22. So soon as Commission has established procedure for dealing with advertisements relating to new preparations, it should consider to what extent they should apply to existing products advertised to doctors. Commission to be empowered to make regulations governing medicines not yet subject to licensing procedure. Controls on advertising of new products to be applied to existing competitive products.
  23. Company's representative to place a copy of control document before any doctor or pharmacist with whom he is discussing his company's products.
  24. Functions of Committee on Safety of Drugs and Standing Joint Committee on the Classification of Proprietary Preparations to be responsibility of Medicines Commission.
  25. Functions of General Medical Council in publishing British Pharmacopoeia to be discharged by the Commission (including granting of approved names).
  26. Commission to be responsible for British Classification of Medicines. All advertisements and medicine packages to bear category in which product has been placed.
  27. Commission to be responsible for publishing information about medicines at present issued under aegis of Health Departments.
  28. Means to be explored of bringing the relative prices of medicines with same or similar therapeutic qualities more forcefully to the attention of doctors.
  29. Commission to regularly publish and distribute to doctors a list containing particulars of proprietary preparations.
  30. Commission to be body to which Government could turn for advice on all questions involving medicines.
  31. Commission to have power to enforce its regulations.
  32. Commission to publish an annual report.
- #### Planning
33. Separate Economic Development Committee to be established for pharmaceutical industry. Particular attention to be given to whether it is desirable to encourage introduction or further expansion of firms owned abroad.

pharmaceutical industry. A shorter period for the patentee followed by a right to receive royalties under a licence of right, they thought, might serve equally well, while at the same time there would be some reduction in the degree of monopoly in marketing. They made no proposals on that issue since a committee to consider the patent law had recently been appointed.

#### Brand Names

On brand names the report says that an important feature was that they prolonged the monopoly position of the sellers even after their products had "come out of patent." The report claims that brand names may cause confusion when there are different brand names for identical products. Some saving in cost would clearly be effected if each medicine had only one name for pur-



poses of medical practice (as distinct from the international scientific name). The use of generic names alone in the promotion of medicines had been attacked by representatives of the industry on the ground that a generic name referred only to the official name of the active ingredient contained in the finished product, and did not describe the finished product as prescribed.

#### No Product Substitution

One proposal, which had been widely advanced both in Britain and abroad, was that doctors should be required to prescribe using approved names, and that the pharmacist should dispense the prescription using the cheapest make of the medicine. That proposal had been supported both as a means of ensuring that higher prices were not paid for equivalent medicines simply because the doctor had been persuaded to write a particular brand name, and as a means of promoting a more scientific approach to prescribing. The Committee, however, thought it impracticable to ask doctors to prescribe by approved names while brand names were still heavily advertised. "We do not think that the choice of medicines to fill doctors' prescriptions should automatically lie with pharmacists outside the doctors' control. And we accept the argument put forward by the pharmaceutical industry that there are advantages in permitting doctors to specify, if they so desire, the manufacturer of the medicine they prescribe. Not only may a doctor have greater confidence in the quality and safety of a medicine if he knows and has had experience with the particular manufacturer, but he also knows where to go if he needs further information. It is thus important that the manufacturer of any preparation should be easily identified and that the doctor should be able to ensure, if he so desires, that the medicine which is dispensed is by the maker of his choice." For those reasons, the Committee refused that particular proposal.

Continuing on brand names the report adds that in the special circumstances of the pharmaceutical industry, "the use of brand names has certain disadvantages." Attention having been drawn to the complicated provisions of Section 15 of the Trade Marks Act, 1938, now thirty years old, it is suggested that its provisions could well be considered for revision.

A further argument for the abolition of trade names made by the report was that it would facilitate the teaching and practice of medicine, and the method of marketing medicines, and would perhaps tend to reduce the cost of medicines to the N.H.S. Points put by the industry against such a system were: "Existing approved names are complicated and difficult to use; exports would be prejudiced if products could not be sold by brand names; and in some cases company names were so similar that confusion could arise." The report agrees that some existing approved names are excessively complicated but suggests that a method could be found to ensure that all names chosen were reasonably simple, although recognising that that might

mean abandoning some of the principles underlying the choice of approved names at present.

The Committee found the effect on British exports less easy to determine. There were already many instances where unbranded products, insulin for example, were exported by British firms and commanded a considerable overseas market, but were advertised using the common name together with the name of the maker. British pharmaceutical companies in general had a good reputation abroad and the Committee could see no reason why a British medicine should be more difficult to sell because it was advertised in British journals under a single accepted name with the reputation of a British company behind it and associated with it. Foreign firms advertising in British journals would similarly be required to use the common name, and it was even possible that the practice would spread beyond Britain. "We do not believe that the effect on British exports of the denial of brand name protection on new pharmaceutical products would be so great as to nullify the benefits otherwise to be expected from it."

They therefore recommended that there should be no brand names for new pharmaceutical products licensed on the advice of the Medicines Commission which they proposed should be set up and that all such products, whether the subject of patents or not, should be marketed only under a name approved by the Medicines Commission, with or without the name or house mark of the manufacturer. The Trade Marks Act should be appropriately amended. It would then be open to any person or firm to use the approved name so long as no patent was violated. Such a measure, they believed would not prejudice the introduction of new medicines. Looking to the future there could be little doubt that as more and more medicines came on to the market and the older ones came out of patent the problems connected with the proliferation of commercial names for prescription medicines would become more and more acute. If the proposal was accepted almost all brand names would gradually disappear.

Problems of harmonisation might arise if the United Kingdom entered the European Economic Community, but, the report adds, "we feel that the proposals we make for the discontinuance in due course of the use of brand names are in conformity with the tendencies to this end which we have discerned in countries such as the U.S., India and Canada."

#### Pricing

Instead of the present Voluntary Price Regulation Scheme it is suggested that for any existing product and for any product on its introduction, the Ministry of Health should be entitled to obtain from the manufacturer a standard cost return, showing direct costs of labour and materials and indirect costs comprising works overheads, administration and general overheads, and the allowances for sales promotion and for research and

development that are apportioned to the product. Standard cost returns would be required for all new medicines on being licensed (though the Ministry could exempt any which they regarded as unimportant), for all existing medicines with N.H.S. sales exceeding £250,000 a year and for any other existing medicines at the option of the Ministry as staff and resources permitted. Each return should show the margin of profit that the manufacturer proposed and the proposed selling price. A manufacturer would be required to submit a revised return after two years, or earlier if the estimated annual volume of sales used as the basis was exceeded by more than 20 per cent. It was also suggested that the Ministry ought to have access to financial returns showing for each firm supplying or manufacturing N.H.S. medicines the results of its pharmaceutical business. The report says that a Ministry team of chemical engineers and cost and works accountants would not encounter undue difficulty in verifying the direct costs shown by manufacturers in their returns. If the Ministry had adequate accounting staff there ought likewise to be little difficulty in verifying or auditing the information provided in respect of indirect costs.

#### Problems

The report then goes on to say that foreign-owned companies present certain problems under the present arrangements and would continue to do so under the new arrangement. A foreign-owned firm might claim that the U.K. price should include some allowance for research and development conducted abroad, but relating to medicines sold in the United Kingdom, and possibly also an allowance for administrative expenditure of the parent company from which the subsidiary benefited. Also the subsidiary would obtain supplies of basic chemicals or of intermediates from its foreign parent at transfer prices not arrived at on an "arm's length" basis. The Ministry would find it difficult to verify either the extent and nature of the contribution made by foreign research, or the appropriateness of the sum imputed to it. The Committee add: "We believe that as experience is gained, and as information accumulates about the magnitude of costs incurred in discovering and testing new medicines, it will be possible to make increasingly well-founded judgments and when necessary to challenge . . . the amount of cost imputed to the U.K. subsidiary." The transfer price of raw materials or intermediates procured from foreign affiliates, is described in the report as likewise an "intricate" one, but the U.K. tax authorities have a right to investigate transfer prices.

It is pointed out that part of the research costs of a firm could be expended on veterinary or non-"ethical" pharmaceuticals. It should be possible for expert Ministry staff, in discussion with the firm, to form some assessment of the extent to which research or development effort was directed towards "ethical" pharmaceuticals or to veterinary products which might indeed be different formulations of the same



drug. In such cases the best available assessment would have to suffice as a check on the amounts included in the standard cost return.

The assessment of capital employed had been a subject of much debate between the Ministry and manufacturers, as it had been in many other contexts throughout the economic and accounting worlds. The balance sheets of most manufacturing companies included assets at the price originally paid for them, less depreciation provisions which had accumulated since their purchase. Despite the admittedly unsatisfactory features of historical cost the Committee recommend that the Ministry should calculate capital employed on that basis.

Under the heading "Reasonable prices and reasonable profits," the report says: "We do not think that the Ministry are in a position to lay down maximum profits to be earned from the supply of medicines to the N.H.S., nor should they be required to do so. The question of whether or under what circumstances a ceiling on profits should be imposed raises a host of difficult issues, and the difficulties would be greater if an attempt were made rigidly to limit the rate of profit in one industry alone."

#### If Negotiations Failed

The Ministry must have "power to obtain the information they need and there must be some procedure to which the Ministry can resort if negotiations fail." Direct action by Ministers could be taken under Section 46 of the Patents Act, 1949, if the provisions of that section could be applied to the General Medical and Pharmaceutical Services as well as to the Hospital Services. "Great reductions in the prices of certain medicines followed its use in the Hospital Services, and small price reductions were also made by the original patentees for supplies to the General Medical and Pharmaceutical Services." The report continues, "it will seem surprising that the General Medical and Pharmaceutical Services are not in law a 'service of the Crown,' while the Hospital Services are."

The Committee appreciated that the use of Section 46 to obtain one or more medicines for the whole of the N.H.S. introduces problems of a different order of magnitude from those encountered when the Section was used to obtain selected medicines for the Hospital Services only. "The control of quality and the distribution of the medicines to thousands of chemist shops as well as to hospitals would unquestionably give rise to difficulties, but we do not think these would be insurmountable."

Finally on that theme the report states that the number of staff engaged at the Ministry on price regulation was "far below that necessary to operate the system we recommend."

The report says that members were very much surprised to discover that the position of the pharmaceutical industry in the economy, the desirability of encouraging its expansion, and the appropriate rôle of foreign firms in it, had apparently not been explicitly considered in any section or at any level

of the Government. They therefore recommended that a separate Economic Development Committee should be established for the pharmaceutical industry as such, to study its general development.

#### Medicines Commission Rôle

The Committee were also struck by the absence of any co-ordinated body for dealing with matters concerning medicines. "There are committees on safety and on classification; there is a committee to compile the National Formulary and another one to produce the *Prescribers' Journal*. The Medical Research Council play some, but not a major part in pharmaceutical research. The National Research Development Corporation make arrangements for the patenting or development of discoveries originating in governmental and university research establishments. Most of these bodies have no statutory powers; none has powers of compulsion. There appear to be gaps." Complaints were received by the Committee that it was sometimes difficult to arrange clinical trials of new medicines which were not obviously major advances, and there was not yet a system for licensing new medicines. They concluded that there was an urgent need to set up a new body to deal with those matters and to advise the Government in the whole field of medicines and suggest it could be known as the Medicines Commission. It should be set up by statute and have "and be seen to have," an independent constitution. On the licensing function the Commission would be advisory only, the ultimate decision being the responsibility of Ministers. The functions at present exercised by the Committee on Safety of Drugs would come under the Commission and be made a statutory requirement. It is also proposed that statutory authority be given to the determinations of the Standing Joint Committee on the Classification of Proprietary Preparations. [A less cumbersome title—the British Classification of Medicines (B.C.M.) is subsequently suggested for the Standing Committee]. In other words, before a drug was licensed for marketing it must be passed as safe, possess the efficacy claimed for it and must be classified. Another proposal is that before a medicine is granted a licence evidence must be produced to the Medicines Commission on the efficacy claimed for it by the manufacturer.

While the Association of the British Pharmaceutical Industry have revised their Code of Marketing Practice (now known as the Code of Practice for the Pharmaceutical Industry) their machinery of enforcement, the report says, is insufficient. The report suggests that a standard for advertisements could be provided by a "control document" against which advertisements could be checked. Under the "control documents" procedure, a firm would be required before marketing a new medicine to submit a statement to the Commission on the pharmacology, the efficacy claimed, indications, dosage, side effects and contra-indications of the product, together

with such other information as the Commission required. The firm would be expected to furnish the Commission with what would be in effect the first draft of the control document. The scrutiny of all advertisements to ensure conformity with the control document would require a considerable amount of monitoring and large numbers of additional staff, says the report. The procedure for new medicines would only gradually become effective over the whole range of products on the market and it is recommended that in the interim the Medicines Commission should be empowered to make regulations governing medicines not yet subject to the licensing procedure.

#### Representatives

On medical representatives the report considers that as post-graduate education facilities and the Commission's own information services become extended, the Commission should consider whether the sources of information about new medicines were such as to render representatives unnecessary as a channel of information and whether measures should be taken to discourage visits to doctors by representatives. However the report acknowledges that the industry representative service must continue for some years to come, and everything possible should be done to improve it. Meanwhile the report questions whether the nation, as distinct from firms, obtained value for money for the £7 million spent on sales representatives in 1965. The Committee recommend that when a representative wished to discuss with a doctor or pharmacist a product for which a control document had been approved by the Medicines Commission, he should be required to place a copy of the control document before the doctor or pharmacist in question. Thus the doctor or pharmacist could compare with the official information the statements made about the product by the representative. They add: "We regard this as a necessary safeguard." Other suggested tasks for the Medicines Commission were the publication of the British Pharmacopoeia and [possibly] the responsibility for the granting of approved names.

All advertisements and medicine packages would be required to state the B.C.M. category in which the product had been placed. It is the aim that the Commission should become the "accepted source of information on all matters concerning the use of medicines."

#### Statistics of the Industry

The report gives a great many statistics and other information some of which, it says, appears for the first time.

It finds the U.K. pharmaceutical industry comprises several hundred independent firms, with from approximately 9,000 employees down to a dozen or so, and with annual sales of prescription medicines ranging from over £10 million down to a few thousand pounds. Those firms operated several hundred establishments of which 100 or so were substantial, in the sense of having more than 100 employees. The estimated value of total output of the in-



dustry reached £250 million in 1965 and the number of employees was estimated at about 72,000. So far as prescription medicines were concerned, fifty-five to sixty firms accounted for more than 90 per cent. and probably for more than 95 per cent of the total value of sales. Due to lack of information it was not possible to show clearly the relative sizes of the U.K. pharmaceutical industry and the corresponding industries of other countries. Nevertheless, it could be indicated very approximately that pharmaceutical companies owned in the U.S., taken along with their overseas subsidiaries (including those in the U.K.), had an annual output of prescription medicines of the order of £1,500 million, which was thought to be roughly half the world output of those products. British-owned firms accounted for 27 per cent. of the value of N.H.S. prescriptions analysed, whilst U.S.-owned firms accounted for 49 per cent., Swiss firms for 14 per cent., and other European firms for 10 per cent. Those proportions, says the report, give an indication of the relative importance of the different national groups as suppliers to the N.H.S.; but their relative contributions to the U.K. pharmaceutical manufacturing industry were somewhat different, since the British firms were larger exporters and generally engaged in more research in the U.K. than the foreign-owned firms. If total sales of prescription medicines were reckoned, the percentages were: British 40.0 per cent., U.S.-owned firms 39.9 per cent., Swiss firms 9.3 per cent., other European-owned firms 10.8 per cent.

### Profits

Some indication of the profits before making any allowance for taxes and depreciation is given by the sales of N.H.S. products of those firms able to separate their N.H.S. from their other business. Over the years 1963-65 covered by the table below, the one

The Committee comprised: Lord Sainsbury—chairman. Professor B. Abel-Smith, professor in social administration, London School of Economics. Professor G. V. R. Born, professor of pharmacology, Royal College of Surgeons of England and University of London. Mr. P. J. Curtis, secretary, Exchequer and Audit Department, 1955-63. Dr. H. N. Levitt, founder member of the Royal College of General Practitioners. Mr. R. G. Lloyd, Q.C. Professor Edith T. Penrose, professor of economics, School

of Oriental and African Studies, University of London. Mr. Lewis Robertson, managing director, Scott and Robertson and Unijute. Mr. J. D. Russell, chartered accountant, Sir Edward Wayne, regius professor of the practice of medicine, University of Glasgow. Sir James Cook, resigned from the Committee in 1966 on becoming Vice-Chancellor of the University of East Africa.

The (pp. 231) report (Cmmd. 3410) is published by H.M. Stationery Office, price 17s. 6d.

## REACTIONS TO THE REPORT

### Association of the British Pharmaceutical Industry

At a Press Conference on September 28 the A.B.P.I.'s views were presented by the president (Mr. S. FENWICK). He



Mr. S. Fenwick

the Committee recommended so many restrictions which would effectively determine the economic circumstances of the industry. Their recommendation to abolish brand names for new products and their emphasis on more price competition ignored the importance of product competition in stimulating the development of new and better medicines and the importance of British brand names in overseas markets.

The Committee's proposals to subject all prices to new detailed procedures appears to be influenced very largely by exceptionally high figures for return on capital on the part of a small number of companies over the period investigated. For the great majority of principal N.H.S. suppliers the profit on capital was "in some cases less than might be expected", and in the majority no higher than reasonable for a risk industry based on research, he said.

Reasons underlying the allegedly "unreasonably high profits" may have been overlooked. For instance, the Association had already established that one of the three companies showing the highest rates of profit had recently emerged from a prolonged period of research investment and financial loss on their N.H.S. business. Their prices and profits for the period in question were negotiated in that light. Nevertheless they had steadily reduced their prices saving the N.H.S. several million pounds over the period. Such exceptional cases, on which the need for more elaborate price control appeared to be based, required much closer examination before costly government measures were introduced.

The overall picture as it appeared to the Committee was one of reasonable prices having been secured by the present Voluntary Price Regulation Scheme, and the Association strongly doubted whether the few apparent exceptions justified abandoning the scheme. The Committee acknowledged that standard margins were inappropriate in the industry and that "much higher" than average profits may sometimes be reasonable. But the industry feared that Government procedures would not permit the necessary degree of flexibility, and that incentive and the willingness to risk heavy research expenditure would gradually be discouraged. Referring to product promotion, Mr. Fenwick said promotion practices were voluntarily subjected to a stringent code now administered by

Return on Capital 1963-1965	Companies reporting on their N.H.S. business alone		Companies unable to separate N.H.S. business from other related business	
	British	Other	British	Other
per cent				
Below 10 per cent	—	1	2	1
10-15	—	2	2	1
15-20	—	1	—	—
20-25	1	5	—	1
25-30	—	1	—	1
30-35	—	1	—	3
35-40	—	1	—	—
40-45	—	—	—	—
45-50	—	—	—	—
50-55	2	1	—	—

firm with under 10 per cent. return on capital sold N.H.S. products to the value of £12.6 million; the three with returns of 10-20 per cent. together sold £20.7 million. The seven firms with returns on capital of 20-30 per cent. sold N.H.S. products to the value of £114.8 million, the two with returns 30-40 per cent. had combined sales of £13.7 million and the three earning 50-55 per cent. totalled sales of £47.4 million.

The report points out that figures suggest that the cost to the N.H.S. has been inflated by excessive prices charged for pharmaceuticals to the extent of "several millions of pounds" over the period.

said there was little indication from the report that the Committee had given serious consideration to the long-term effects of the recommendations for the health of the people, the economy of the country and particularly on exports. "If all its recommendations were accepted the vitally important British pharmaceutical industry would be destroyed and the progressive improvement in health, which has been such a dramatic feature of the last quarter of a century would be retarded."

The Committee had recommended the setting up of a special Economic Development Committee to consider future policy for the industry. Yet even before the creation of such a body



a chairman from outside the industry. The report did not appear to give due weight to the very extensive measures which were taken by the Association under the code to ensure the accuracy and balance of information used in sales promotion material, and to ensure the adequate training and qualification of representatives. The A.B.P.I. was unconvinced that external, statutory control, involving elaborate supervisory machinery would be more successful than the industry's own efforts, in collaboration with the medical and pharmaceutical professions. Finally, the industry fully recognised that it was in its own long-term interests to ensure that its prices were seen to be reasonable; that its products were of the greatest possible value for the treatment of patients and to the economy, and that their use was responsibly promoted to the medical profession.

Mr. D. STAFFORD (executive vice-chairman, Beecham Group, Ltd.), said that his company was one of the three mentioned by the report making a return on capital in the past three years averaging between 50 and 55 per cent. but "the picture presented by this was, in our case, incomplete and misleading." He said that in the five years of financial returns covered by the Sainsbury Committee, Beecham's had a return on capital employed of only 11 per cent. In the year before that they made a return of only 1 per cent. on capital employed and in the 16 years before that their return on capital employed was negative.

#### Inappropriate Calculations

In a subsequent interview with the CHEMIST AND DRUGGIST, Mr. Stafford suggested that 33½ per cent. return on capital was generally assumed a reasonable figure in a high-risk industry such as the pharmaceutical. If Beecham's had achieved that figure since beginning research, the company would still require £8 million to break even. The return on capital method used by the Government in dealings with the aircraft or shipbuilding industries was inappropriate in pharmaceuticals. Mr. Stafford explained, as an instance, that the company had invested in an expensive plant which by economic working 24 hours a day produced 90 per cent. of one of their raw materials — the remainder was bought in. Had the company decided to set up a second plant and so be independent both plants would be working at a less efficient level and productivity would suffer but the calculation for return on capital would show a much lower figure. Yet it would apparently be satisfactory in the eyes of the Sainsbury Committee.

Of all the suggestions made in the report he thought the abolition of brand names would be the most damaging. The holder of a branded article sought all the time to improve his standards. In the case of a discovery the product eventually found its way into the B.P. but by the time the monograph was published those standards had frequently been improved upon by the original manufacturer.

Referring to the Committee's proposal that the present patent life duration should be cut, Dr. G. R. FRYERS (managing director, Bayer Products Co.), said it was doubtful whether a company would recoup its expenses in a less time since several years of the patent life had usually elapsed before a product came on to the market. Also if changes were made in the Patent Act to enable companies to obtain licences easier this would also aggravate the situation.

#### Other Comment

**Ministry of Health.** — "The Government will want to study in depth the report and recommendations and to have detailed discussions with the industry before reaching any conclusions. The recommendations for a Medicines Commission will need to be considered in relation to the proposals in the White Paper on Forthcoming Legislation on the Safety, Quality, and Description of Drugs and Medicines" (C. & D., September 16).

**Sir Alan Wilson (chairman, Glaxo Group, Ltd.).** — Conclusions regarding control of drugs seem reasonable, provided that the proposed Medicines Commission operates in a manner which is neither theoretical nor legalistic. Examination of the industry is disappointingly superficial. It proposes that more detailed information should be available to the Ministry of Health in negotiating prices, without indicating how such information could be used to ensure that more equitable results are obtained. Insufficient attention has been given to the consequences of the proposal that brand names should be abolished.

**Mr. D. Moreau (managing director, Syntex Pharmaceuticals, Ltd.).** — Having satisfied themselves as to the quality of its golden eggs, the Committee went on to offer a series of recommendations which will have the effect of killing the goose. The cost of reducing the size of the carrot of relative profitability will be a standstill of research into the treatment of currently untreatable diseases. If the whole of British industry could match the efficiency of our drug industry, the country would not be suffering its current economic hardship. Is this the time to stifle some of the few creative enterprises which still remain in Britain?

**Imperial Chemical Industries, Ltd.** — We hope that the report will do much to clear up many misunderstandings and pave the way for more satisfactory working relationships between the National Health Service and the industry. In our opinion the report gives a fair and accurate account of the industry, its achievements and practices. Subject to the following reservations the company in general regards the Committee's recommendations as reasonable. The reservations are:— regret that the Committee has not concluded that the patent life for drugs is reasonable; regret that the Committee has not recommended repeal of Section 41 of the Patents Act; regret at the proposal to prohibit use of brand names. The company would need more time to

give considered views on the proposals for future pricing arrangements, but is of the opinion that their adoption would pose a number of important problems for the company. It would deplore recourse to the powers of an amended Section 46 of the Patents Act. The company is inclined to welcome the proposal to establish an E.D.C. for the industry and would accept in principle the Committee's recommendations for the control of advertising and other matters it is suggested should be exercised by a Medicines Commission.

**Pfizer Group.** — It seems probable that, under the pressures of annual scrutiny by the Comptroller and Auditor General and the Public Accounts Committee, the proposed pricing system would lead towards the type of rigid "cost plus" approach the Committee agrees would kill the incentive for firms to undertake abnormally risky research. . . . The apparent preference for the Minister to decide on "reasonable" profit rather than the democratic alternative of recourse to an independent tribunal, is one of the more disturbing features of the report. . . . In the hands of private enterprise the industry's future must be able to continue to command the confidence of the investor and of management. The recommendations could well be such as to upset the balance of confidence in so far as the investor is concerned and drastically change the industry's excellent record of innovation and export achievement.

#### Press, Radio, TV.

**Bradford Telegraph and Argus.** — What the report does not do is to show in the industry a large number of evil men battering on the country's sick to make large profits. Thus the case for a drastic alteration of the drug industry has not been adequately made by the committee. If the so-called excess cost to the National Health Service is comparatively small, this could well be the price we have to pay for advance by research, stimulated by competition.

**Daily Express.** — The rough and tumble of the market and the large sums spent on promoting drugs may sometimes cause offence and even justify criticism. But at least the spur of competition produces the goods.

**Daily Mail.** — The Committee rightly reject nationalisation — illogically they recommend the abolition of brand names for new products. It is hard to see why they want to do away with this essential element in the competition they uphold. . . . Behind such recommendations one sees an extension of the vast army of bureaucrats with another palace of steel and glass to house them. The report was worth making, and worth reading. But some of its suggestions should be taken with — well, with a dose of salts.

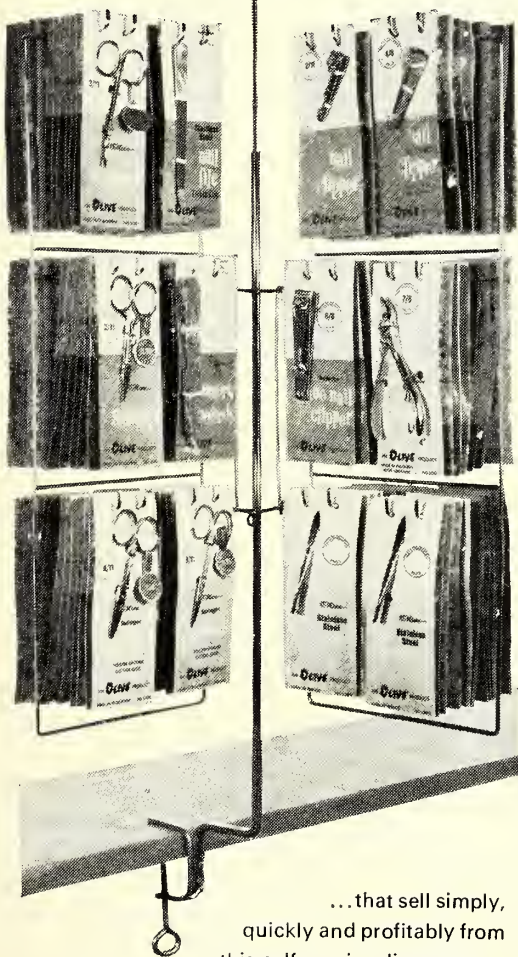
**Daily Telegraph.** — Having searched for villainy, the report has in fact found much that is good. . . . The Committee settles for a larger costing police force at the Ministry — which would naturally be matched by an equal force of equally unproductive defenders in the industry. . . . A



# Olive

the quality  
Manicure

range of  
Instruments



...that sell simply,  
quickly and profitably from  
this self-service dispenser.

The special screw-clamp design  
fits modern self-service fixtures  
and shelves—converts the 'odd corner' into a  
'profit spot'.

**Henry Weinberger Ltd.**

Britannia House, Drayton Park, London, N.5.

Telephone 01-226 4455



# DDSA

**Pharmaceuticals  
manufacturers  
of a wide  
range of BP  
and BPC tablets  
and capsules**

Enquiries to; DDSA Pharmaceuticals Ltd  
310 Old Brompton Road, London S.W.5.  
Telephone; FREmantle 7884



**We promised you quite a stir  
when we dropped new minnims  
into the sweetener market**

*First of the cyclamate sweeteners*

**Stir? The ripples are beginning  
to look like tidal waves!**

Within six weeks over 75% of chemists had ordered and were selling new Minnims—first of the cyclamate based sweeteners. Already, production has been stepped up twice to meet demand. These tiny cubes possess very high sweetening power (compare formula with other cyclamate sweeteners) and retail at a comparatively low price, they look like miniature sugar cubes—they taste like sugar, with no bitterness and no fizz. Consumer advertising is now appearing continuously in leading Sunday Newspapers. Minnims are approved by the Diabetic Association of G.B. If you're not yet stocking—think of what you're missing . . . 43% mark up PLUS FREE BONUS of 14 to the dozen on 3 dozen, means 66% profit on outlay . . . and it's a 'chemist only' line!

Full details of advertising, display material, bonuses from your local Vestric branch or your usual wholesaler. Order now—the BONUS applies for another 3 weeks.



Minnims come from Trentham Laboratories Ltd., 214 Arkwright St., Nottingham, who will be pleased to send samples on request.

DISPENSES INDIVIDUAL CUBES





Medicines Commission . . . could be useful — the remainder of the report should be quietly anaesthetised.

*Economist.* — The report strongly recommends that the proposed Medicines Commission . . . should become the industry's general overseer. . . . The industry is certain to attack this as the thin end of state control, if not nationalisation, but its past behaviour towards the health service has hardly shown that supervision is unnecessary. . . . What neither Lord Sainsbury, nor the Ministry, nor anyone else has come up with is the sort of formula that will take the excessive profit element out of the treatment of the sick. Drug companies have a right to fair profits, and "fair" does not mean 50 per cent. How does one bring that fact home?

*Financial Times.* — The pharmaceutical industry . . . has stood up reasonably well to investigation. . . . Given the rapid obsolescence of drugs, some manufacturers might well be ready to settle for a higher profit over a shorter life — provided allowance could somehow be made for the long period of development and trial that is usually necessary before a new drug can begin to earn money . . . some of the Committee's detailed points . . . seem to be at least arguable; and its appreciation of the fact that high profits must be permitted if high development risks are to be taken does not save it from being mesmerised by the size of the profits that were made by a few firms in the years it investigated.

*Sun.* — Should there not be some state control of an industry so important to everyone and so costly to the Health Service? . . . The Committee say that some firms have charged excessive prices. . . . Waste of public money on this scale must be stopped. . . . The drug industry in Britain is heavily dependent on research done abroad. It is reasonable that there should be some independent examination of costs to decide how much is fair to pass on.

*The Times.* — The evidence of excessive prices . . . calls for reforms . . . It is proposed that only the medically approved name should be used for new drugs, though firms could still attach their name or house mark to the package. That would meet with approval in the medical profession and should not be seriously detrimental to the commercial interests of manufacturers. . . . But the Ministry, with the Treasury breathing down its neck, will be tempted to pay more attention to the size of the annual drug bill than the inventive capability of the industry. For that reason the industry, which would be well advised to co-operate in a scheme of control of the kind proposed, should insist that the Committee's recognition of the need for variable and sometimes large profit margins is shared by the Government.

*Western Mail.* — The report is another indication of the ease with which private industry can overcharge Government departments. . . . The Government would do well . . . to consider making the few British-owned drug firms among the first candidates for the money it intends putting into share capital in private firms. By build-

ing up the British industry the present dependence on American giants could be lessened and National Health Service costs lowered.

*Yorkshire Post.* — The report . . . is not a satisfactory document. It appears to suffer from considerable confusion of thought and ambiguity of attitude. . . . It is to be hoped that . . . no attempt is made to follow up the final recommendations since they would lead to an end of the best features in the country's pharmaceutical industry.

*Guardian.* — The Committee . . . is highly selective in its evidence of profitability. . . . With drugs efficacy is more important than price hence the investment in research and the rapid improvement of drugs. If that motive is destroyed in Britain while it is maintained elsewhere in the Western world, there is little doubt that the British "ethical" drug industry would rapidly lose its place in world markets. . . . The promotion of drugs has its wild and irresponsible fringes and these need to be curbed. . . . The question to be asked is whether these points and the need to give the Ministry harder bargaining teeth justify the establishment of new and costly Government machinery. Could the existing machinery be polished up just as effectively but more cheaply.

*"On the Air."* — Philanthropy in the pharmaceutical industry would be a bad thing, said Mr. H. G. Lazell to the 10-million I.T.V. viewers on Sep-

tember 28. As chairman of Beecham Group, Ltd., he was one of ten spokesmen who went on the air to explain the import of the report. Other spokesmen for the industry included Messrs. S. Fenwick and G. Teeling-Smith on national radio or TV programmes. In Birmingham Bob Richards, a marketing director, was pitted against a doctor and a retail chemist. In Newcastle-on-Tyne, Dr. J. M. Mungavin, expressed the industry's incensed reaction to that portion of the report which dealt with manufacturer's profits. University professors and Lord Sainsbury were also interviewed in both the B.B.C. and I.T.V. news programmes.

In the B.B.C.1 television programme 24-Hours Dr. David Kerr, M.P. suggested that a pharmaceutical research council should have been recommended. He maintained that nationalisation of a section of the industry would ensure that the Health Service was well served and that increases in the cost of prescriptions were returned to the Treasury.

Commenting on the programmes next day a critic said: "For a major industrial report, broadcast coverage was slap-dash, sparse and there plainly had not been enough time for news editors to bring out well-informed and well-presented comment. Notable absentees on the air that night were the current or any previous Minister of Health and, not for the want of asking, the current chairman of the B.B.C. (Lord Hill)."

## AGRICULTURAL GROUP VISIT

### How farmers are trained at Royal College

A PARTY of about thirty members of the Pharmaceutical Society's Agricultural and Veterinary Group visited the Royal Agricultural College, Cirencester, on September 26. After lunch at the College, they heard of the College's origins and work from the farm director (Mr. H. V. Hughes) who explained that some 600 male students were taken, generally after they had had two years' farming experience after leaving school at Ordinary level standard. It was self supporting from fees and the profits of the 673-acre farm. A two-year course was provided comprising one year of farming and a year of farm management. A further year's course in estate management was available. Studies were to the standard of the National Diploma in Agriculture.

The farm acreage is divided into arable, pig, dairy and sheep farms. Poultry farming is not taught as it is considered a specialised industry. Mr. Hughes explained that the mixed farming practised was necessary to give broad instruction to the students but it also provided in practice that mixed farming on this acreage could be financially profitable (the farms are nationally among the top ten per cent. for profitability).

Achievement of a consistently high record was attributed to good personal relationships between College staff and the farm staff; maintenance of animal health by personal stock management; strict standards of cleanliness with disinfectants as an adjuvant to, not a substitute for, "elbow grease"; good housing and nutrition as

the prerequisites of health, using medicines only in cases of acute illness, use of good approach roads and labour saving methods for collection of produce. After a tour of the farm the Group put further questions to Mr. Hughes who told his audience that the farmer's job was to produce for a market. Selling should be left to specialist groups. Footrot, the greatest source of economic loss in sheep rearing, had been eradicated at Cirencester by consistent culling of chronically infected sheep, by painstaking hoof trimming and routine use of a foot bath using copper sulphate alternating with formalin. Infertility in cows including those on high phosphorus diets was, he said, associated with the feeding of kale containing an anti-thyroid factor. Feeding of one teaspoonful of potassium iodide per cow weekly produced dramatic improvement. Sheep dipping should be left as late as possible to give maximum protection against infestation and fly-strike in August.

A nearly self-sufficient farm ran the risk of exhausting its own trace elements, said Mr. Hughes. For that reason, basic slag was used to replace trace metals in the soil as well as its main elements. Similarly farm-grown foods should be supplemented with cake and concentrates from a good compounder.

A final point that might be borne in mind by any intending agricultural pharmacist was that "A fair price for goods coupled with service is cheaper than the lowest price with no service."



## BRITISH PHARMACEUTICAL CONFERENCE 104th MEETING BLACKPOOL 1967

## Science Sessions

A SHORT communication, his first at a Conference meeting, was read on Wednesday morning by MR. J. A. CLEMENTS.

**VITAMIN D<sub>2</sub>****Colourimetric determination with trifluoroacetic acid**

J. A. CLEMENTS, St. J. FORBES, C. J. OLLIFF and A. R. ROGERS  
(School of Pharmacy, Brighton College of Technology).

DISADVANTAGES of the antimony trichloride method of determining vitamin D<sub>2</sub> have led the authors to study the use of trifluoroacetic acid as an alternative. With a solution of vitamin D<sub>2</sub> (ergocalciferol) in chloroform, trifluoroacetic acid gives an immediate pink colour, changing after about 3-4 minutes to a yellow suitable for quantitative spectrophotometric measurement. A maximum, at about 403 m $\mu$ , appears during about five minutes and remains stable for at least 40 minutes. Trifluoroacetic acid is more stable than the antimony trichloride reagent and does not have to be specially prepared. Moderate amounts of water or ethanol are of little importance and do not produce a cloudiness. An extinction correction based on measurement at a second wave-length is unnecessary. No variation of *E* (1 per cent., 1 cm.) according to batch of acid or from day to day was found.

DR. G. FOSTER asked how specific the reaction was. If it was to be of use in the control of pharmaceutical preparations it must be capable of detecting deterioration. Were colour reactions given with decomposition products or similar sterols? MR. CLEMENTS felt that the method was probably as specific as with antimony trichloride, and PROFESSOR ROGERS added that the specificity of that reagent to vitamin D was probably not known. MR. JOHNSON pointed out that solutions of calciferol in chloroform decompose rapidly, and in thin-layer chromatography systems differences of two or three minutes in the time between spotting and beginning the run could result in up to four or five decomposition spots being obtained, detectable under ultra-violet light. Three of these spots could also be detected by antimony trichloride spray reagent. It was not known, however, whether the level of sensibility of those spots was the same as for calciferol.

The morning's final paper was presented by MR. J. C. DEAVIN:—

**SOLAPSONE****Its chemical assay**

J. C. DEAVIN, R. E. A. DREY and G. E. FOSTER

(Wellcome Chemical Works, Dartford, Kent).

THE official method of assay of solapsonone involves hydrolysis with hydrochloric acid, followed by titrimetric determination of free sulphone with sodium nitrite. The hydrolysis stage of the assay has been reinvestigated and modifications are suggested whereby the formation of non-diazotisable poly-

meric material is avoided. Comparative assay results for a number of samples of solapsonone and tablets of solapsonone, when assayed by the official and modified methods, are given. Thin layer chromatographic examination of solapsonone has shown the presence of appreciable quantities of semi-solapsonone [disodium salt of 4-(3-phenyl-1,3-disulphopropylamino)-4'-aminodiphenyl sulphone] whose presence with that of small quantities of dapsone, it is suggested, explains why the proposed method gives assay results exceeding 100 per cent.

MR. J. S. WRAGG, Nottingham, pointed out a 10 per cent. discrepancy between calculated and obtained results, ascribed by the authors to the presence of small amounts of sodium bisulphite. He would have expected 30 minutes' boiling with hydrochloric acid to have removed that interference, and suggested that the assay proposed was still not sufficiently accurate, though it might be better than the present B.P. method. MR. DEAVIN agreed with a further point that other impurities might have contributed to the discrepancy to some extent. MR. JOHNSON, referring to the same point, said that it seemed that the B.P. monograph for solapsonone must be seriously at fault as it left the impression that the drug was a pure homogeneous compound, whereas the paper showed it to contain considerable impurity. The monograph should be rewritten to reflect accurately the nature of the material and with that THE AUTHOR agreed.

At Wednesday afternoon's science session, two papers dealing with the rheology of sodium dodecyl sulphate, cetyl alcohol and water emulsions were taken together. The papers were presented by MR. BARRY, his first such appearance at a Conference meeting.

**SODIUM DODECYL SULPHATE-CETYL ALCOHOL-WATER SYSTEMS****Rheology: continuous shear experiments**

B. W. BARRY and E. SHOTTON  
(School of Pharmacy, University of London).

THE nature of systems formed when the emulsifying agents sodium dodecyl sulphate and cetyl alcohol are heated with water, mixed and cooled has been investigated. General formula used was: sodium dodecyl sulphate 4 gm., cetyl alcohol varied, water 400 gm. Proportion of alcohol was varied to give a molar ratio, alcohol to sulphate, varying by unit steps from system R<sub>1</sub> to system R<sub>10</sub>, (subscript indicates the molar ratio concerned). Ratio of sulphate to water was maintained constant. Systems R<sub>1</sub> to R<sub>10</sub> consisted of frozen liquid crystal and solid alcohol dispersed in aqueous solution. The systems were metastable and with time their consistency decreased and crystals were deposited. In continuous shear at 25°C, all systems underwent irreversible shear breakdown and it is concluded that the systems did not exhibit true thixotropy.

Each flow curve showed a hysteresis loop and systems R<sub>4</sub> to R<sub>9</sub> had a spur on the upcurve. Such spurs, occurring in the flow curves of thixotropic materials, have been thought due to a three dimensional gel-like structure. The authors believe that the spur in the flow curves of the present system may be explained similarly. The loop area, shear stress, shear strain and shear rate at the spur increased with alcohol content. Between 25° and 62.5°C system R<sub>8</sub> showed maximum apparent relative viscosity at 42.5°C.

**SODIUM DODECYL SULPHATE-CETYL ALCOHOL-WATER SYSTEMS****Rheology: small strain experiments**

B. W. BARRY and E. SHOTTON

THE authors describe an alternative treatment of the systems dealt with in the previous paper namely examination in the ground state (so that testing does not significantly alter the structure) and where applicable interpretation of the results on the basis of simple linear viscoelastic theory. (Such treatment implied straining the materials to the extent that the labile structure was not broken, and the samples did not change their physical properties during the test). Systems R<sub>5</sub> and R<sub>10</sub>, tested in a cone and plate viscometer behaved essentially as solids. Using the creep test (in which a stress is suddenly imposed on a sample at zero time and then maintained constant, the time-dependent strain response to that steady stress being called the creep curve) it was possible to devise a mechanical model to simulate the behaviour of system R<sub>8</sub>.

MR. M. WOODMAN, Canterbury, asked whether the authors, who had stated that the systems discussed did not show thixotropy, had examined them over a period of weeks. If recovery had been observed would they consider that to be thixotropy? Could they suggest a mechanism to account for recovery? A short experiment had shown, said MR. BARRY, that no recovery took place over a period of five hours. Over a period of weeks the systems remained liquid, again indicating that recovery had not taken place. He would not venture to suggest a recovery mechanism, which probably depended upon the chemistry of the particular systems involved. He disagreed with MR. B. CHAWLA, Greenford, that the shear rates used might have been too high and that a lower rate might have resulted in recovery. It had been found impossible to obtain the spur point observed in the hysteresis loop when a sample was subjected to a second shear. DR. M. J. GROVES, Nottingham, asked for the authors' observations on whether other surfactants might produce viscoelastic systems, and what would be the effect of adding oil to the system? The authors had mentioned crystal formation. In his own work with liquid paraffin he had found that crystals could take up to a year to develop. MR. BARRY saw no reason why sodium



dodecyl sulphate and cetyl alcohol should be alone in forming viscoelastic gels. He had not done any work with oils, as the work had proved more complex than expected—their investigation would be the next stage in the work. It had been noted that oils did reduce the rate at which crystals precipitated. MR. N. J. VAN ABBE, Brentford, asked whether any work had been done using less pure forms of sodium dodecyl sulphate. In not dissimilar systems he had found that foaming was less likely when impure forms of lauryl sulphates were used. MR. BARRY agreed that it might be an advantage, from the point of view of formulation, to use a slightly impure form of the surfactant.

The third paper was presented by MR. S. S. DAVIS, another "first-time" contributor.

#### CREAMING OF AN EMULSION SYSTEM Influence of soap concentration

E. SHOTTON and S. S. DAVIS  
(School of Pharmacy, University of London).

THE creaming of potassium laurate-liquid paraffin emulsions has been examined and a measurement of the creaming rate of aggregated systems obtained using a conductivity method. Creaming was followed by recording the change in conductivity with time. The change was not linear over the length of the electrode thus correlation between conductivity and creaming rate was possible only when the cell had been calibrated previously for each system. The results have been analysed by theories of hindered setting. An estimate of aggregate size was obtained by means of a modified Stokes's equation involving the mean aggregate density and the viscosity of the emulsion at zero shear rate. The method is successful where microscopical and Coulter counter methods have proved unsatisfactory. A maximum aggregate size at 5 per cent. soap concentration is in agreement with rheological analysis.

MR. WOODMAN said he had calculated shear rates which differed from those found by the authors, and suggested that one figure must apply at the surface of the aggregates whereas the other was an average shear rate. MR. GROVES asked what would have happened in the Coulter counter if the same concentration of emulsifier as used in the experiments had been used in electrolyte? MR. DAVIS replied that it would be possible to count aggregates except that at that concentration such a small amount of oil reached the counting vessel that all particles would be quickly solubilised. DR. ADDERSON, Bradford, asked whether a variable system might not have been present, as laurates were reported very susceptible to carbon dioxide. MR. DAVIS had not checked the system after three months' storage, but it had been accepted that even though changes in the whole system might be considerable, hydrolysis still took place at the interface.

The following paper, from the University of Strathclyde, was presented by MR. A. T. FLORENCE.

#### OIL-IN-WATER EMULSIONS

##### Stabilisation by cetomacrogol 1000

P. H. ELWORTHY and A. T. FLORENCE  
(Department of Pharmacy, University of Strathclyde).

STABILISATION of anisole and of chlorobenzene in water emulsions by the non-ionic surfactant cetomacrogol 1000 has been examined by following particle size changes with time. Rates of coalescence were calculated and found to be about  $10^{-7}$  sec<sup>-1</sup>. The effect of cetomacrogol concentration and phase volume on the stability were investigated. Increasing the surfactant concentration caused a slight increase in the rate of coalescence; increase in phase volume a slight decrease. Electrophoretic data indicated that the concentration effect was due to a reduction in zeta potential. Interfacial tension measurements showed that the

film at the oil—water interface was more expanded than at the air—water interface; at 1 per cent. cetomacrogol concentrations the interfacial tension in both systems was about 5 dynes cm<sup>-1</sup>. Spontaneous emulsification occurred above the critical micelle concentration in both systems. Emulsions were stable, no oil separation occurring even after nine months, although the mean volume particle size showed continual increase. At low concentrations of cetomacrogol, electrical effects appear to contribute to the stabilisation of the emulsion. The main stabilising influences, it is concluded, must be either steric or hydrational factors.

DR. GROVES queried whether the effect of particles in the size range below  $1\mu$  should not have been taken into account. Without a particle-size analysis in the sub-micron size range, he doubted the validity of the authors' results. MR. FLORENCE replied that particles of  $0.5\mu$  and below contributed little to the volume of the disperse phase and that, in the estimation of rate constant, the number of particles present was of more importance than their volume. Even after ten months' storage it had been found that particles below  $1\mu$  still formed 50-60 per cent. of particles present in the system. Since the mean particle diameter remained stable for such a long period, he believed that van de Waal's forces were greater between large than between small particles and that the length of the polyoxyethylene chain was sufficient to stabilise the particles by steric hindrance. MR. G. W. HALLWORTH, Ware, mentioned that, in work with similar emulsions using chlorobenzene, he had found that hydrolysis had caused a fall in pH to around 3.5 over a period of months. Did the authors think that the hydrochloric acid liberated could have had any effect in stabilising the emulsions? MR. FLORENCE said the point was one that might be worth investigating.



ATTENDING A "FIRST": Members of the audience at the new Conference session, the discussion forum.



After the tea interval the session continued under the chairmanship of Professor E. Shotton. The first paper was presented by Mr. J. A. B. CALLOW.

### BEDS OF POWDER

#### Studies on drying rates

K. RIDGWAY and J. A. B. CALLOW  
(School of Pharmacy, University of London).

THE drying rates of beds of magnesium carbonate powder wetted with various liquids have been measured. The powder had a median particle size of  $20\mu$  and was formed into cylindrical beds with a circular upper surface area of  $25\text{ cm}^2$ . The bed was held in a light-weight container machined from a nylon block, suspended in a 10 ft./sec. air stream. Bed depths of 1, 2, 3 and 4 cm. were used, and drying rates measured for water, ethanol, isopropanol and chloroform. The magnesium carbonate was granulated using a 10 per cent. aqueous solution of polyvinyl pyrrolidone and the drying rate of the wet granules similarly measured. By utilising an automatic recording balance (for the first time in drying measurements) it has been shown that there is a linear relationship between the logarithm of the drying rate and the liquid content of the bed over the whole of the final drying period. Together with the concept of the recession of an evaporative front into the bed, it has been shown that the initial and final drying rates are consistent with vapour diffusion being the controlling factor.

DR. C. J. LEWIS, Nottingham, who drew attention to a deviation from the theoretically calculated curve towards the end of the drying time, was told that the explanation probably lay in the fact that the evaporative front was assumed to be parallel to the surface of the bed. That was not necessarily so in practice, especially towards the end of drying. DR. G. E. FOSTER, Dartford, queried whether the authors had investigated whether the material had changed in composition during drying. He was told that the authors had no reason to suspect that that should be so. MR. CALLOW agreed with MR. G. S. RILEY, Bristol, that if, instead of a pure liquid, a solution had been used in the investigations, solute would probably have been deposited in the pores of the bed, thus reducing its porosity.

Final paper of the afternoon was given by DR. J. A. HERSEY:—

### POWDER MIXTURES

#### Assessment of homogeneity

J. A. HERSEY  
(School of Pharmacy, University of London).

CURRENTLY used mixing indices for correlating the homogeneity of powder mixtures have been examined and applied to different proportions of potassium dichromate dispersed in two different particle size grades of exsiccated sodium sulphate. To overcome discrepancies encountered using existing terms for the description of homogeneity of powder systems, a new term, the "mixing margin", and a new mixing index are proposed. The "mixing margin" is the difference between the theoretical standard deviation of

sample concentration allowed by the mixture specification, assuming 95 per cent. confidence limits and a normal distribution, and the theoretical standard deviation of sample concentrations of the fully randomised mix at the given sample size. The "mixing margin" can therefore be used to estimate the probability of obtaining a desired degree of homogeneity in practice. The mixing index is the ratio of the standard deviation of sample concentration estimated from a finite group of samples and the theoretical standard deviation of sample concentration allowed by the mixture specification. This index, unlike those based on the randomised mixture, gives a rapid indication of attainment of the desired degree of homogeneity.

MR. C. G. BARLOW, Loughborough, asked what the author considered to be the advantage of his mixing index over the thirty-three already in use; the various indices all gave different results. DR. HERSEY replied that the simple indices were based on randomised mixtures. He believed they should be based on some degree of homogenisation. The method was only better where there were changes in the system, such as particle size of the variants. MR. WOODMAN agreed that the author's approach was "essentially realistic" but suggested he might have introduced complications by using non-homogenous systems. Where mixing was incomplete, for any given number of samples the greater proportion would be low, he would have thought, in content of the minor ingredient. DR. HERSEY said he had assumed normal distribution because not to have done so would have involved introducing statistics, and he wished to keep the method simple. However, he admitted that more results were on the low than on the high side. MR. CLEMENTS regretted the author's term "a more randomised mixture." "Randomised" was a statistical concept and there could be no degrees of it; "better mixing" would have been a preferable expression. The questioner also asked about particle size measurements and the author agreed that where there was a high concentration of dichromate there may have been some comminution.

#### Final Session

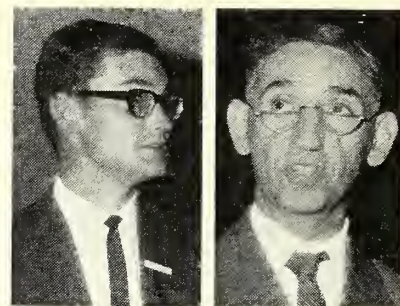
The final session began with Professor Stenlake in the chair. MR. P. J. PINNEY presented the twenty-fourth paper.

### ISOMERIC MONOFLUOROPHENOLS

#### Influence of pH on bactericidal activity

P. J. PINNEY and V. WALTERS  
(Department of Pharmaceutics, School of Pharmacy, University of London).

THE bactericidal activities of *o*-, *m*-, and *p*-monofluorophenol have been determined by the Rideal-Walker test and by viable counting. Both methods show the *m*-compound to be the most active. The effect of pH upon the disinfectant activity of phenols is related to the degree of molecular dissociation and their relative activities may be obtained by comparison of solutions having the same degree of dissociation and not the same pH. To compare solutions of the monofluorophenols



Left, Mr. R. G. Pinney, Right, Mr. E. Adams.

containing 100 to 30 per cent. un-ionised molecules a pH range of c. 6-10.5 is necessary. Such solutions were prepared with a phosphate buffer and 0.1 per cent. survivor times, taken from the log survivor-time curves for constant concentrations of the fluorophenols at varying pH, plotted against the pH of the solutions. The curves show a marked decrease in activity with rise in pH. Solutions in phosphate buffer are more toxic than would be expected if their activity were due solely to the un-ionised fraction. The increased effect is due, at least in part, to the buffer.

Answering questions by DR. W. R. L. BROWN, London, MR. PINNEY said that, at the beginning of the experimental period, work had been carried out using as diluents 0.1 per cent. peptone, water and quarter-strength Ringer's solution. In the two last-named diluents the organisms could not be maintained, but in peptone there were a greater number of survivors. The authors had decided to use water and to plate immediately. A 99.9 per cent. mortality level was a compromise, but at that figure it was possible to get accurate reproducibility. DR. M. A. C. RAPSON, London, asked whether the figures for undissociated and dissociated particles of phenols had been calculated or directly measured. It was known that the *pKa* values for acids and bases were sensitive to the strength of the buffer and it was possible that dimerisation might occur. He was not happy that evaluation of the buffer effect was sufficient to test the ability of the buffer rather than the phenol to affect the organism. To obtain a true concentration of undissociated species ultraviolet spectra could be examined. MR. PINNEY said that *pKa* values had been calculated. Dimerisation might account for the fact that unionised molecules were much less effective than expected. DR. RAPSON had shown how much work remained to be done. DR. H. S. BEAN asked whether the authors had any information on absorption. The effect of the buffer could be to affect the partition coefficient with the cell walls. He preferred that Rideal-Walker coefficients should be quoted as ranges rather than to the second decimal, as had been reported by the authors, and the same went for their concentration experiments. On survival levels he had found that below 50 per cent. and above 99 per cent. mortality replicate experiments did not produce parallel-line survival curves. MR. PINNEY



replied that R.W. coefficients were based on ten replicates and concentration experiments were calculated from the slope of log. molar concentration against log. 0.1 per cent. survivors. On absorption studies their work had shown only 5 per cent. phenols to be taken up—not a big enough drop to be experimentally reliable, they had found. MR. G. SYKES, Nottingham, said that the observation that both fluoro-phenols and phenols were affected by the phosphate buffer was most important and brought out the broader practical importance of the effects of buffers and diluents on activity of phenols.

MR. R. C. FARRELL presented the next paper.

#### **PSEUDOMONAS AERUGINOSA** **Persistence in aqueous solutions** **of phenols**

H. S. BEAN and R. C. FARRELL  
(Department of Pharmacy, Chelsea College  
of Science and Technology).

*Pseudomonas aeruginosa*, a common contaminant of pharmaceuticals, has the ability to resist chemical agents used as disinfectants and preservatives. The authors have found that several strains were killed by a concentration of phenol lower than was needed to kill *Escherichia coli*, but *Ps. aeruginosa* persisted even in saturated solutions of substituted phenols of lower water solubility and in which *E. coli* succumbed. The persistence of *Ps. aeruginosa* in the latter solutions is due in part to a period of cell multiplications following a period of mortality. Multiplication in a system initially bactericidal has been observed only in the presence of bactericides of high intrinsic activity (therefore employed in low concentration). When bacteria are added to a phenolic solution they absorb a proportion of the bactericide thereby reducing its concentration in the supernatant. Since the bactericidal activity of phenols is related to the cell-water partition coefficient of the bactericides, and since a large proportion of the initial amount of the less water-soluble and more active phenols is absorbed by bacteria, the data presented suggests that the persistence of *Ps. aeruginosa* in solutions of the less water-soluble phenols is explained by their low water solubility precluding the attainment of a bactericidal concentration within the cell.

MR. G. SYKES, Nottingham, reported that some years ago he had carried out work in which it was noted that *pseudomonas* was killed rapidly with a compound in 3½ or 5 per cent. solution, but if the total kill was not achieved then the organisms would "adapt" themselves in five or six generations and would then require an 18 per cent. solution to effect a kill. MR. FARRELL said they had tried unsuccessfully to show an increase in resistance of the survivors. DR. W. R. L. BROWN, London, wanted to know if the authors had investigated the slime layer and was answered in the negative.

DR. V. WALTERS, London, asked if any work had been done on the more lipid-soluble substances. One would like to think of preparations having "a

sort of reservoir system to mop up residual bacteria." The work emphasised the need to protect pharmaceutical preparations from microbial contamination. MR. FARRELL pointed out that, if something could be added to the system that would increase the amount of compound in it and make the organisms take up more of the substance, then that might be the answer.

MR. N. J. VAN ABBE asked for comment and results after 150 hours. He was told that there had been no multiplication of the organisms after 50 hours but that, after two months, a high proportion of organisms was present.

The next paper was introduced by DR. S. M. HEMAN-ACKAH:—

#### **OIL-WATER DISPERSIONS** **Admixture of oils as a method of** **controlling the activity of phenol** **during storage at different** **temperatures**

S. M. HEMAN-ACKAH and G. H. KONNING  
(Faculty of Pharmacy, University of Science  
and Technology, Kumasi, Ghana).

A MIXTURE of liquid paraffin 79 per cent. v/v and arachis oil 21 per cent. v/v has been used to form the oil phase of an oil-water dispersion in which the oil-water partition coefficient of phenol is unity over a range of temperature 5-45°C. The concentration of phenol maintained in the aqueous phase, and hence the concentration per unit area of the oil-water interface of the dispersion, does not vary with change in the oil-water ratio or temperature, over the range examined. Consequently bactericidal parameters of phenol in the dispersion, such as concentration exponent and temperature coefficient, likewise remain unchanged. The authors conclude that it is possible to approach the formulation of oil-water dispersions in such a manner as to maintain the preservative equally distributed between oil and water phases over a wide range of temperature. If such a formulation has physical properties which minimise the tendency for adsorption of preservative at the oil-water interface, then the efficiency of the preservative in dispersions under different storage conditions may be predicted from its performance in aqueous solutions during laboratory screening tests.

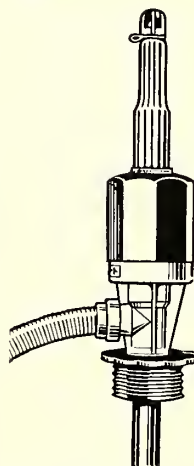


Mr. S. M. Heman-Ackah reads his paper.

MR. G. SMITH, asked whether the authors had done any work on variation of partition coefficient with different batches of oils, but THE AUTHOR said no changes were likely if the same grades of oil were used. MR. SMITH also suggested that isopropylmyristate might be examined. Dermatologists were keen to use vegetable oils in formulations. MR. R. WOODFORD, Portsmouth, asked the effect of rancidity on the process and was told that a change in partition coefficient due to acid was to be expected. PROFESSOR SHOTTON suggested that peroxides would prove more interesting because they affected antibacterial activity. DR. HEMAN-ACKAH had not examined the peroxide values of the oils used in the work.

## **EQUIPMENT AND ACCESSORIES**

**Syphon Pumps.**—Recent introductions by Colley Nockolds, Ltd., 126



Spa Road, London, S.E.16, are two new syphon pumps for dispensing liquids. The pumps are both hand-operated. Designed for use with 10, 40 or 45-gall. drums, the Drumper model has a capacity of approximately fifteen pints per minute, the Supply model a capacity of 4.4 gall. per minute. Made from polyethylene, the pumps are oil-, acid- and alkali-proof. The company also import the Spa model described as the "most popular domestic pump for every household."

**Glassware Washing Machines.**—Baird & Tatlock (London), Ltd., 18 Great Marlborough Street, London, W.1, have been appointed sole agents in the United Kingdom for laboratory-glassware washing machines manufactured by Gilowy-Meteorwerk, Berlin. The Meteor Brilliant type 25-02 machine is claimed the only washing machine in the price range that will thoroughly clean pipettes. The pipettes, placed in a special rack in a stainless steel coffin, can be washed through from end to end at fire-hose pressure whereas, in most washing machines, pipettes are placed in racks with other glassware and given a general spray. The machine also provides an individual jet spray system for each piece of hollow glassware (flasks, beakers, bottles); and a rotating spray system that operates underneath glassware and is particularly useful for petri dishes, glass plates and test tubes. The wash programme of pre-rinse, main wash, first rinse, second rinse and softened water rinse is electronically controlled. A wheeled trolley is available for accommodating up to three racks of glassware to facilitate transfer into the wash compartment of the machine.



## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, OCTOBER 4: Most items in the CRUDE DRUGS market were neglected by buyers during the week. There was a flurry for a time in Brazilian MENTHOL with the result that prices advanced. It was, however, difficult to establish a level as holders had different ideas of the value; meanwhile Chinese material was unchanged in both positions. Black-brilliant COCHINEAL was short on the spot and one holder at least advanced the price by 5s. 6d. lb. for both spot and forward while another offering for shipment showed a rise of only 2s. 6d. per lb. for the c. and f. position. Other advances in the same sector were spot CASCARA (up 5s. cwt.), and for shipment: Rumanian CORIANDER SEED (up 5s. cwt.), Moroccan FENUGREEK (4s. to 5s. cwt.); BELLADONNA LEAVES (threepence lb.); DANDELION ROOT (5s. cwt.) and LYCOPODIUM (1s. 6d. lb.). Alleppy green CARDAMOMS were lower by ninepence lb. for shipment.

Among ESSENTIAL OILS some of the CITRONELLAS were a few pence dearer per lb. both spot and forward. Brazilian PEPPERMINT rose sixpence per lb. on the spot. PENNYROYAL was rather short for prompt delivery and Mysore SANDALWOOD supplies were apparently cleared. BOIS DE ROSE eased threepence per lb. for forward delivery.

Another round of SULPHUR price increases is currently taking place in the United States which will undoubtedly have repercussions on the British market eventually.

### Pharmaceutical Chemicals

ACETANILIDE.—Crystals, 1-cwt. lots, 3s. 6d. per lb.; 5-cwt., 3s. 5d.

ADRENALINE.—(Per gm.). Synthetic B.P., 1-kilo lots, 1s.; 500 gm. is 1s. 2d. ACID TARTRATE, B.P., 1 kilo, 8½d.; 500 gm., 10d.

ATROPINE.—Per oz. for 16-oz. lots; ALKALOID and METHONITRATE, 39s.; METHYLBROMIDE, 38s. 6d.; SULPHATE, 34s. Equivalent rates per kilo are: 1,375s. and 1,375s. 6d. respectively.

MAGNESIUM CARBONATE.—1-ton lots: LIGHT, 129s.; HEAVY, 148s. per cwt.

MAGNESIUM HYDROXIDE.—B.P.C., 1-cwt. lots, 4s. 1d. per lb.; 1-ton, 3s. 8d. per lb.

MAGNESIUM OXIDE, B.P.—LIGHT, 1-cwt. lots, 4s. per lb., 1-ton, 3s. 9d.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. per lb. for 1-cwt. lots.

MAGNESIUM PHOSPHATE.—TRIBASIC, B.P.C., 1949, 10s. 1d. per kilo, in sacks; DIHYDROGEN, 9s. kilo for 50-kilo lots.

MAGNESIUM SULPHATE.—B.P. in minimum 1-ton lots from £21 to £25 per ton. EXSICCATED, £61 per ton, ex works.

MAGNESIUM TRISILICATE.—(Per lb.). Under 5-cwt. lots, 4s. 3d.; 1-ton, 3s. 6d.

POTASH SULPHURATED.—B.P.C., 1959, 8s. 2d. per kilo in 50-kilo drums.

POTASSIUM ACETATE.—(Per lb.) 1-cwt. lots, 3s.; 5-cwt., 2s. 8d.; 10-cwt., 2s. 6d.

POTASSIUM BICARBONATE.—B.P. powder, 110s. per cwt. 1-4 cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM CARBONATE.—50-kilo kegs 6s. 1d. per kilo.

POTASSIUM CHLORIDE.—Pure, 50-kilo sacks, 3s. 7d. per kilo.

POTASSIUM HYDROXIDE.—Pellets, B.P. 9s. 6d. per kilo; sticks, 15s. 5d.; technical flake, 4s. All 50-kilo lots.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE.—1-kilo lots are 55s.

POTASSIUM NITRATE.—Pure in 50-kilo sacks, 2s. 1d. per kilo.

POTASSIUM PERMANGANATE.—B.P. in 1-cwt. lots, 2s. 0½d. per lb. Technical, 218s. 6d. per cwt.; 1-ton lots, quoted at 207s. per cwt.

POTASSIUM PHOSPHATE.—B.P.C. 1949, 50-kilo kegs of powder, 8s. 4d. per kilo, GRANULAR, 8s. 10d.

POTASSIUM QUADROXALATE.—1-cwt. 3 s. 6d. per lb.

POTASSIUM SULPHATE.—B.P.C. '49, 1s. 2d. per lb.

POTASSIUM THIOCYANATE.—50-kilo lots, 11s. 6d. per kilo in kegs.

### Crude Drugs

ACONITE.—Spanish *napellus*. 3s. 6d. lb.; (3s. 3d., c.i.f.).

AGAR.—Kobe No. 1 for shipment, 21s. 6d. lb., c.i.f. Continental powder, 24s. spot.

BALSAMS.—(per lb.): CANADA: 35s. 6d., spot (33s., c.i.f.). COPAIBA: B.P.C. 11s. (6s. 6d., c.i.f.); PERU: 12s. 6d. (11s. 6d., c.i.f.); TOLU: B.P., 12s. 6d.

BELLADONNA.—LEAVES, 4s. 6d. per lb., spot; shipment, 3s. 9d., c.i.f. HERB, 2s. 9d. spot; ROOT, 1s. 10s. per lb., spot; shipment, 1s. 8d., c.i.f. nominal.

CARDAMOMS.—(per lb.). Alleppy greens, 18s. (14s. 3d., c.i.f.). Prime seed, 32s. (27s. 9d., c.i.f.).

CASCARA.—Spot, 280s. per cwt.; shipment 260s., c.i.f.

CINNAMON.—BARK, Sevchelles, 150s. cwt. (117s. 6d., c.i.f.): Ceylon QUILLS, shipment five 0's, 10s. 9d. lb.; three 0's, 10s. 1d.; seconds, 8s.; quillings, 5s. 3½d., all c.i.f.

COCHINEAL.—(Per lb.). Canary Isles silver-grev, 16s. 6d. (15s. 6d., c.i.f.) spot; black brilliant, 26s. (22s. to 25s., c.i.f.) Peruvian silver-grey, 12s. 9d. (12s. c.i.f.).

COCILLANA.—Bark from 2s. 10d. to 3s. per lb., on the spot.

COLOCYNTH PULP.—Spot, 4s. 3d. per lb.; shipment, 4s. 1d., c.i.f.

CUBEBS.—Spot quoted at 285s. cwt.

DANDELION.—Root, 185s. cwt., shipment, 175s., c.i.f.

ERGOT.—Portuguese—Spanish, 8s. 6d. lb. (8s. c.i.f.). Continental, 8s. 6d. (8s. 3d., c.i.f.).

GINGER.—(per cwt.). Nigerian split, 112s. 6d. peeled, 165s. (155s., c.i.f.); African, 155s. Jamaican No. 3, 245s.; Cochin, 200s. (190s., c.i.f.).

GUM ACACIA.—Kordofan cleaned sorts, 250s. per cwt., spot; shipment, 225s., c.i.f.

KARAYA.—No. 1 f.a.c. gum, spot, 300s.; No. 2, 200s. per cwt.

LYCOPODIUM.—Spot 15s. lb.

MENTHOL.—(Per lb.). Chinese, October, November shipment, 29s., c.i.f.; spot, 32s. 6d. in bond. Brazilian for shipment, 25s., c.i.f.; spot, 27s. in bond.

PEPPER.—White Sarawak, spot, 2s. 8d. (2s. 7½d., c.i.f.); Black Malabar, 290s. per cwt., c.i.f. Brazilian black No. 1, 2s. 4d. lb.

QUILLAIA.—200s. cwt. (200s., c.i.f. nominal).

SAFFRON.—Mancha superior, spot, 1,000s. per lb.; Rio, 970s.

SARSAPARILLA.—Jamaican spot, 3s. 9d. per lb.; shipment, 3s. 4d., c.i.f.

SEEDS.—(per cwt.) ANISE.—Cyprian, 232s. 6d. c.i.f. CARAWAY.—Dutch, 157s. 6d., spot. CORIANDER.—Spot, firmer, Moroccan

now quoted at 115s., duty paid after 110s. paid; shipment, 96s., c.i.f.; Rumanian whole advanced to 90s., c.i.f. CELERY.—Indian, 160s., spot, c.i.f. CUMIN.—Cyprian, 195s., Iranian, 220s. Shipment, Iranian, 152s. 6d., Syrian afloat, 152s. 6d., both c.i.f. DILL.—Indian, 120s., spot; shipment, 97s. 6d., c.i.f. FENNEL.—Chinese, 135s., Indian, 150s. FENUGREEK.—Moroccan dealer at 82s., duty paid and shipment 69s. to 70s. quoted c.i.f. MUSTARD.—English new crop, good quality, only available 80s. to 90s.

STRAMONIUM.—Continental LEAVES, 85s. per cwt., spot.

STYRAX.—Spot, 21s. 9d. lb. (21s. 3d., c.i.f.).

SQUILL.—Spot, 120s. per cwt.; shipment, 115s., c.i.f.

TURMERIC.—Madras finger spot, 145s. per cwt.; shipment, 137s. 6d. to 140s., c.i.f.

### Essential and Expressed Oils

ALMOND.—Sweet, Spanish, 5s. to 5s. 4d. lb. as to quantity.

BOIS DE ROSE.—Brazilian, spot, 19s. 3d. per lb.; shipment, 17s. 6d., c.i.f.

CADE.—Spanish from 2s. 3d. per lb. for drum, lots.

CAMPHOR, WHITE.—Chinese for shipment, 4s. 6d., c.i.f. per kilo; spot, 2s. 6d. lb., duty paid.

CARDAMOM.—Imported, 610s. per lb.; English distilled, 800s.

CITRONELLA.—Ceylon, spot, 4s. 4½d. per lb.; shipment, 4s. 3d., c.i.f.; Formosan, 4s. 8d. in bond and 5s., c.i.f. nominal; Chinese, 4s. 6d. in bond; shipment, 3s. 10½d., nominal.

CORIANDER.—From 40s. per lb. spot.

DILL.—Imported from 36s. per lb., spot.

EUCALYPTUS.—Chinese, 80-85 per cent., 8s. 9d. per kilo in bond; shipment, 8s. 3d., c.i.f.

LAVANDIN.—French from 20s. to 27s. per lb., as to quality.

LAVENDER.—French from 40s. to 60s. per lb. as to quality.

LAVENDER SPIKE.—Spanish, 21s. per lb., on the spot.

LEMONGRASS.—Spot, 25s. per kilo; shipment, 23s. 6d., c.i.f.

NUTMEG.—East Indian B.P. oil is about 73s. per lb. English distilled, 110s.

PENNYROYAL.—Spot is difficult at from 18s. 6d. to 19s. 6d. lb. duty paid.

PEPPERMINT.—(Per lb.). *Arvensis*: Chinese October-November shipment, 9s., c.i.f., spot, 12s. 6d. Brazilian for shipment, 7s. 6d.; c.i.f.; spot, 7s. 9d.

PETIGRAIN.—Paraguay for shipment, 15s., c.i.f.; spot, 15s. 6d. per lb.

ROSEMARY.—Spanish, 10s. per lb., duty paid.

SAGE.—Spanish, 18s. to 19s. per lb.

SANDALWOOD.—Mysore, spot, nominal. East Indian, 265s. per kilo, c.i.f.

VETIVERT.—Bourbon, spot, 85s. per lb.

### UNITED STATES REPORT

NEW YORK, OCTOBER 3: A price boost of \$5.50 a ton to \$38.00 for SULPHUR early in the week was followed toward the end of the period by a rise of \$3 a ton for SULPHURIC ACID making it \$33.40. Brazilian MENTHOL fell 5 cents to bring the price down to \$2.45 per lb.

Prices have held steady for domestic CRUDE DRUGS with most of them now fully harvested. ESSENTIAL OILS remained quotably unchanged.



## PATENTS

### COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents),"

September 13, 1967

*Suppositories and a process for the manufacture thereof.* F. Hoffmann-La Roche & Co., A.G. 1,088,290.

*Derivatives of alkanolic acids and methods for their preparation.* T. J. Smith & Nephew, Ltd. 1,088,295.

*Cosmetic composition.* Gillette Co. 1,088,301.

*Method for the preparation of 2,5-dimethylhydroquinone.* Consortium für Elektrochemische Industrie, G.m.b.H. 1,088,305.

*Device for adding a fluoro compound to drinking water.* E.H.B. Nystroem. 1,088,313.

*Lincomycin derivatives.* Upjohn Co. 1,088,326.

*Trapone sulphonic acid derivatives and a process for their preparation.* Sankyo Co., Ltd. 1,088,327.

*α-Aminocarboxylic acid esters and a process for their manufacture.* Farbwerke Hoechst, A.G. 1,088,346.

*Androstene derivatives.* Syntex Corporation. 1,088,353.

*n-benzodioxanyl carbamates.* Colgate-Palmolive Co. 1,088,356.

*Bacterial production of oxycarotenoids.* Koninklijke Industriële Maatschappij Noury & Van Der Lane, N.V. 1,088,379.

*Sulphonyl urea derivatives.* Sandoz, Ltd. 1,088,395.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from October 25, 1967.

## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," September 20, No. 4647

*For pharmaceutical preparations and substances for human and veterinary use (5)*

TRYPLASE, B899,257, by Organon Laboratories, Ltd., Morden, Surrey, SER-AP-ES, 904,474, SUPRACTHEN, 906,564, by CIBA, Ltd., Basle, Switzerland.

*For pharmaceutical and veterinary preparations, all being in tablet form (5)*

CARMATABS, 904,299, by International Laboratories, Ltd., Chessington, Surrey.

*For pharmaceutical, veterinary and sanitary preparations and substances; medical and surgical plasters; material prepared for bandaging; disinfectants and antiseptics (5)*

TAOMEX, 903,164, by J. R. Geigy, A.G., Basle, Switzerland.

*For medicated foodstuffs for animals and poultry (5)*

COOPERMIX, 904,393, by Cooper McDougall & Robertson, Ltd., Berkhamstead, Herts.

*For medicated beverages; and dietetic foods and dietetic beverages (5)*

MELLA, B904,719, by Beecham Food & Drink Division, Brentford, Middlesex.

*For disinfectants; preparations for killing weeds and destroying vermin; pesticides, herbicides, insecticides, fungicides (5)*

RESCAZOL, 905,046, by Fisons Pest Control, Ltd., Harston, Cambs.

*For pharmaceutical preparations and substances (5)*

OXYNOR, OXYDON, 905,230-31, CYCLINOR, 905,236, by Northern Drug Co., Ltd., Leeds, 7, Yorks, RAPIDSOL-K, B905,742, by Camden Chemical Co., Ltd., London, W.C.1, ANTALGOS, 907,740, FLEXAZONE, 907,742, by Berk Pharmaceuticals, Ltd., London, W.1.

*For medicated beverages, and beverages for infants and invalids and for dietetic purposes (5)*

COSSETT, 906,002, by H. W. Carter & Co., Brentford, Middlesex.

*For medical, pharmaceutical and sanitary preparations and substances; disinfectants; deodorants (5)*

PRO-CLEN, 907,100, by Britanol, Ltd., Horsforth, Leeds, Yorks.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

### Sunday, October 8

ISLE OF WIGHT BRANCH, PHARMACEUTICAL SOCIETY, Postgraduate medical centre, St. Mary's Hospital, Newport, at 2.30 p.m. A. D. Thornton-Jones on "Dispensing and Prescribing in the Metric System."

### Monday, October 9

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Southgate Club, 17 Chase Side, London, N.16, at 7.45 p.m. Mr. L. Priest on "Drug Addiction—Our Present Problem."

NORTHAMPTON BRANCH, PHARMACEUTICAL SOCIETY, Coronation room, Wedgwood restaurant, Abington Street, Northampton, at 8 p.m. Mr. J. P. Kerr (a member of Council) on "The Educational Policy of the Pharmaceutical Society."

SOUTH-EAST LONDON CHEMISTS' ASSOCIATION, Ballroom, Yorkshire Grey hotel, London, S.E.9, at 7.30 p.m. Dinner and dance in aid of Pharmaceutical Society's Benevolent Fund.

### Tuesday, October 10

COVENTRY AND WARWICKSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Globe hotel, Warwick, at 8 p.m. Film evening arranged by G. D. Searle & Co., Ltd.

FIFE BRANCH, PHARMACEUTICAL SOCIETY, Oller-ton hotel, Kirkealdy, at 7.30 p.m. Professor A. R. Rogers (Heriot-Watt University) on "Education for Pharmacy."

GLASGOW AND WEST OF SCOTLAND BRANCH, PHARMACEUTICAL SOCIETY AND GLASGOW DIVISION BRITISH MEDICAL ASSOCIATION, University of Strathclyde, Glasgow, C.1., at 8 p.m. Mr. C. G. Jeffrey (chief inspector, Dangerous Drugs Branch, Home Office) on "The Drugs Problem."

GUILD OF PUBLIC PHARMACISTS, LIVERPOOL BRANCH, Allerton Hall, Clarke Gardens, Springfield Avenue, Liverpool, 7 p.m. for 7.30 p.m. Annual dinner and dance. Tickets £2.2s.

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Medical Institute, Hartshill, Stoke-on-Trent, at 7.45 p.m. Mr. J. P. Kerr (a member of Council) on "Health Centres and other New Developments in Pharmacy."

PHARMACEUTICAL GROUP, ROYAL SOCIETY OF HEALTH, Eccleston hotel, Eccleston Square, London, S.W.1, at 7.30 p.m. Symposium on "Contraception in Modern Society."

PORTSMOUTH BRANCH, PHARMACEUTICAL SOCIETY AND PORTSMOUTH SECTION, Chemical Society, Lecture theatre C3/19, College of Technology, Burnaby Road, Portsmouth, at 7.15 p.m. Professor S. Tolansky on "Optical Illusions."

### Wednesday, October 11

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY, Stansfield Arms hotel, Apperley Bridge, at 2 p.m. Visit to W. B. Cartwright, Ltd., Rawdon.

BRITISH SOCIETY FOR THE HISTORY OF PHARMACY, 17 Bloomsbury Square, London, W.C.1, at 7 p.m. Marie Boas Hall (reader in the history of science and technology, Imperial College of Science and Technology) on "Apothecaries and Chemists in the Seventeenth Century."

ENFIELD CHEMISTS' ASSOCIATION, Firs Hall, Winchmore Hill, London, N.21, at 8 p.m. Supper dance.

MERSEYSIDE AND CHESTER BRANCHES, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS. Visit to Liverpool Metropolitan Cathedral, at 4 p.m., followed by a meal at S. Reece & Sons, Ltd., restaurant, Parker Street, Liverpool, at 6.30 p.m.

READING BRANCH, PHARMACEUTICAL SOCIETY. Visit to Wetherard & Co., Ltd., The Brewery, Marlow, at 3 p.m. (Numbers restricted to twenty).

WESTERN PHARMACISTS' ASSOCIATION, Great Western Royal hotel, Paddington Station,

London, W.2, at 7 p.m. E. A. Jensen (Institute of Pharmacy Management) on "Pharmacy Profit and Prophecy."

### Thursday, October 12

CARDIFF BRANCH, PHARMACEUTICAL SOCIETY, Lecture theatre, Welsh School of Pharmacy, Cathays Park, Cardiff, at 7.30 p.m. Dr. W. R. L. James, on "A Pathologist's Experience of Fatal Poisoning."

CHELTHAM BRANCH, PHARMACEUTICAL SOCIETY, Boardroom, United Chemists' Association, Ltd., at 7.45 p.m. Mr. N. Herdman (managing director, Duncan Flockhart & Evans, Ltd.) on "The Health Team."

HOUSLOW BRANCH, PHARMACEUTICAL SOCIETY, Sun hotel, Hanworth Road, Houslow, at 7.45 p.m. Pharmaceutical and general knowledge quiz (Branch Fellows v. Branch Members).

LIVERPOOL BRANCH, PHARMACEUTICAL SOCIETY, Exchange hotel, Liverpool, at 7.45 p.m. Chairman's evening.

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, St. Werburgh's hall, High Lane, Tunstall, Stoke-on-Trent, at 8 p.m. Cheese and wine party (tickets 5s. each) in aid of the Society's Benevolent Fund.

### Friday, October 13

MERSEYSIDE BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Royal Institution, Colquitt Street, Liverpool, at 7.30 p.m. Chairman's night and bring and buy sale.

### Sunday, October 15

NATIONAL PHARMACEUTICAL UNION, Hotel Majestic, Harrogate, Yorks., at 2.30 p.m. Area meeting. Speakers: Mr. H. G. Moss (chairman N.P.U.) on "We All have a Living to Earn;" Mr. W. Talvan Rees (chairman, N.P.U. marketing policy committee) on "The N.P.U. Means Business" and Mr. G. T. M. David (chairman, Central N.H.S. (Chemist Contractors Committee) on "National Health Service."

### Advance Information

RESEARCH DEFENCE SOCIETY, Physiology Lecture theatre, University College, Gower Street, London, W.C.1, at 5.30 p.m. on October 24. Professor A. S. Parkes (professor of reproductive physiology, University of Cambridge) on "Animals in Captivity." (Stephen Paget lecture).

SOCIETY FOR DRUG RESEARCH, 17 Bloomsbury Square, London, W.C.1, on November 1. Symposium on trematode infections; at Middlesex Hospital Medical School, London, W.1, on January 24, 1968, Symposium on fertility control; at 17 Bloomsbury Square, London, W.C.1, on May 29, 1968, symposium on maturity onset diabetes.

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION, Wimbledon Hill hotel, London, S.W.19, at 6.45 p.m. on November 1. Annual dinner and dance. Tickets (price 45s. each) are available from Miss B. M. Kell, 6 The Parade, Mitcham Road, Croydon, CRO 3112.

### Courses and Conferences

EXTRA-MURAL DEPARTMENT, UNIVERSITY OF GLASGOW, Materia medica lecture theatre, University of Glasgow, commencing at 7.30 p.m. on October 9. Course of twenty weekly lectures on "Living with Drugs." Fee: £1. At Lister theatre, Glasgow Royal Infirmary, commencing at 7.30 p.m. on October 11. Course of ten weekly lectures by senior consultants from Glasgow hospitals on clinical uses of drugs. Fee £1 10s.

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Lecture hall, Medical Institute, Hartshill, Stoke-on-Trent, commencing at 8 p.m. on October 24. Course of six weekly lectures by skin specialists from the North Staffordshire group of hospitals. Fee: £1 1s. Applications to Mr. C. E. Turner, c/o 430 Hartshill Road, Stoke-on-Trent, Staffs.

# Prescribers' Press

What doctors are reading about developments in drugs and treatments

THE great majority of patients with Graves' disease are best treated in the first instance with a six-month course of anti-thyroid drugs, following which a decision on future treatment can be based on thyroidal suppressibility by tri-iodothyronine, say workers at the Gardiner Institute, Western Infirmary, Glasgow. As a result of investigations in twenty-six patients, they have found that measurement of thyroid suppressibility after six months distinguishes drug-responsive patients from relapse-prone patients better treated with radio-iodine or surgery. Measurements after twelve months' treatment identify patients likely to relapse (*Lancet*, September 30, p. 681).

SURELY the time has come to advise patients to keep paracetamol, rather than aspirin, in the medicine cupboard, says the *British Medical Journal* in a leading article. Reviewing literature on the association between aspirin and gastric bleeding the article states that paracetamol, which does not cause bleeding, is a satisfactory analgesic for occasional use and in intermittent doses it is unlikely to have any other deleterious effects (*B.M.J.*, September 30, p. 810).

REVIEWING old and new tetracyclines, *Drug and Therapeutics Bulletin* concludes that clinically important differences have not been demonstrated between the various compounds — in their absorption from the gut, in their antimicrobial activity in human disease, or in their liability to cause gastrointestinal disturbances. The choice of an oral tetracycline can therefore reasonably be determined by the cost. If a tetracycline must be used in pregnancy, or in a child, oxytetracycline is preferable. The high solubility of lymecycline makes it particularly suitable for intramuscular injection. (September 29).

## CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications.

SOME HERBICIDES. Effect of, on the hatching rate of hen's eggs. *Nature*, September 23, p. 1406.

PARAQUAT. Production and viability of eggs from hens treated with. *Nature*, September 23, p. 1407.

THYROTOXICOSIS. Treatment of, based on thyroidal suppressibility. *Lancet*, September 30, p. 681.

INTRAVENOUS SOLUTIONS. Symposium of five papers on stability and incompatibility. *Amer. J. hosp. Pharm.*, August, pp. 424-461.

BENZYL OXYCARBONYL - L - PHENYLALANYL DIAZOMETHANE. Specific inactivation of pepsin by. *Nature*, September 30, p. 1492.

PSYCHOTROPIC PHENYLISOPROPYLAMINES derived from apiole and dillapiole. *Nature*, September 30, p. 1494.

NEMBUTAL. Increase in permeability of post-synaptic membrane to potassium produced by. *Nature*, September 30, p. 1506.

CHLORPROMAZINE. Factors determining the effect of on the food intake of rats. *Nature*, September 30, p. 1518.

CARBOPHENTHION as a sheep dip for the control of blowfly, lice and keds. *Vet. Rec.*, September 30, p. 332.

DRUG IMMOBILISATION of the Defassa waterbuck. *Vet. Rec.*, September 30, p. 336.

DICHLOROPHEN. Taenicial action of in poultry. *Vet. Rec.*, September 30, p. 342.

14. 15-EPOXYGERANYLGERANIOL. Chemoprophylactic agent in schistosomiasis. *Science*, August 25, p. 950.

DRUG-METABOLISING ENZYMES. Induction of in liver microsomes of mice and rats by soft-wood beddings. *Science*, September 1, p. 1057.

SODIUM SALICYLATE. Autoxidation of in aqueous solution. *J. Pharm. Pharmacol.* October, p. 660.

## PRINT AND PUBLICITY PRESS ADVERTISING

ANDRE PHILIPPE, LTD., 71 Gowan Avenue, Fulham, London, S.W.6. Candlestick bubble bath. In *Woman, Woman's Realm, Petticoat, Woman's Own, She, Honey, Vanity Fair, True Story, True Romances, Annabel, Valentine, Rave, Trend, Mirabelle, Rameo, Jackie, Fabulous, New Musical Express, Melody Maker, Tit Bits, Competitors' Journal, Disc and Music Echo, What's on in London and Dance News*.

CUSSENS, SONS & CO., LTD., Kersal Vale, Manchester; Imperial Leather competition. In

*Sunday Mail, Sunday Mirror, My Weekly, Woman's Realm, Woman's Own, TV Times, T.V. World, Family Circle, Radio Times*. FULFORD WILLIAMS (INTERNATIONAL), LTD., Cornwall Road, Hatch End, Middlesex: Barret hand treatment. In *Daily Telegraph* and women's weekly and monthly magazines. INTEC PROPRIETARIES (U.K.), LTD., Crown House, London Road, Morden, Surrey: Sylvakleer. In weekly and monthly magazines. JACKEL & CO., LTD., Kitty Brewster Estate, Blythe, Northumberland: Royal Sweden brushes. In *Sunday Express, Nova, Vogue, Woman's Journal and The Lady*.

RAYETTE FABERGE, LTD., 457 Edinburgh Avenue, Slough, Bucks: Brut men's toiletries. In colour magazines.

SOUTHALLS (SALES), LTD., Bessemer Road, Welwyn Garden City, Herts: Serene. In *Woman's Realm, Woman's Weekly, Good Housekeeping, Vogue, Mother, Woman and Home and She*.

## NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office. ACHARA HOLDINGS, LTD. (P.C.) — Capital £100. To deal in chemical and pharmaceutical products. Subscribers: R. M. Martin and I. J. Boyd, 10 Albany Place, Edinburgh. BRYNGLAS PHARMACY, LTD. (P.C.) — Capital £1,000. To carry on the business of consulting, manufacturing and general chemists, etc. Directors: Haydn J. Davies, M.P.S. and Alun E. Hall, M.P.S. R.O.: 35 Malpas Road, Newport, Mon.

GEO. STAPLES (ALSAGAR), LTD. (P.C.) — Capital £100. To carry on the business of chemists and druggists, etc. Directors: George E. Staples, M.P.S. and Dorothy M. Staples. R.O.: 25 Lawton Road, Alsager, Stoke on Trent.

GEO. STAPLES (HANLEY), LTD. (P.C.) — Capital £100. To carry on the business of chemists and druggists, etc. Directors: George E. Staples, M.P.S. and Dorothy M. Staples. R.O.: 89 Stafford Street, Hanley, Stoke on Trent.

ICI (MINERALS), LTD. (P.C.) — Capital £100. R.O. Imperial Chemical House, Millbank, London, S.W.1.

## WILLS

MR. E. T. H. KIRBY, M.P.S., 101 Maple Road, Surbiton, Surrey, left £12,297 (£12,188 net).

MR. R. J. MAXEY, M.P.S., 56 Woodgrange Road, London, E.7, left £27,902 (£24,373 net).

MR. A. D. NORTON, M.P.S., 27 Blackrook Road, Sutton Coldfield, Warwickshire, left £121,945 (£98,180 net).

MR. R. SCAFTON, M.P.S., 20 Mount Drive, Wisbech, Cambs, left £30,925 (£30,845 net).

## COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—October 15-21

PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin...	2/60	3/90	2/60	3/67	3/90	3/90	3/90	4/120	2/60	2/60	2/60	1/30	—	2/60
Askit powders and tablets	—	—	—	7/49	—	—	—	—	—	—	3/21	2/14	—	—
Bisodol	—	—	—	—	3/21	—	—	—	—	—	—	—	—	—
Dentu-Creme	2/30	1/15	1/15	2/30	—	2/30	1/15	2/30	1/15	2/30	2/30	1/15	—	1/15
Disprin	2/45	1/15	3/75	—	—	2/45	2/45	—	—	—	1/15	—	—	1/30
junior	—	2/60	—	—	—	—	1/15	—	—	—	—	—	—	—
Horlicks	1/30	2/60	—	—	—	—	—	—	1/30	1/30	1/30	—	—	2/60
Imperial Leather soap	2/45	2/45	3/60	1/15	4/75	3/60	3/75	4/75	3/60	3/60	3/60	3/60	—	—
Nivea creme	3/29	—	—	3/29	3/29	3/29	—	—	—	—	—	—	—	—
Nulon	1/30	1/30	1/30	—	—	1/30	—	1/30	—	1/30	1/30	—	—	1/30
Rinstead pastilles	3/45	2/30	2/30	2/30	1/15	2/30	2/30	2/30	1/15	1/15	3/45	1/15	—	—
Steradent	2/60	1/30	1/30	—	—	1/30	—	—	—	2/60	2/60	—	—	1/30
Sweetex	2/30	—	—	—	—	—	—	—	—	—	—	—	—	—
Topsy baby cream	—	—	3/45	5/75	—	—	—	—	—	—	—	—	—	—
Wright's coal tar soap	1/15	1/15	1/15	—	1/15	1/15	1/15	1/15	—	1/15	1/15	1/15	—	—
Period—October 8-14														
Dentu-Creme	1/15	2/30	1/15	2/30	2/30	2/30	2/30	2/30	2/30	2/30	2/30	1/15	—	2/30



# A NEWCOMER to the *Glossy* Range by Nichol



**NON-ELECTRIC  
HEATED  
ROLLERS**

COLOURFUL  
EYE CATCHING,  
DISPLAY PACK

**A FABULOUS HAIR STYLE  
IN JUST 10 MINUTES**

**NOTE THE PRICE...**

***your customers will!***

8 Rollers

**7/6**

RETAIL

**THERE'S A GOOD PROFIT MARGIN TOO**

Available from your usual wholesaler or direct from

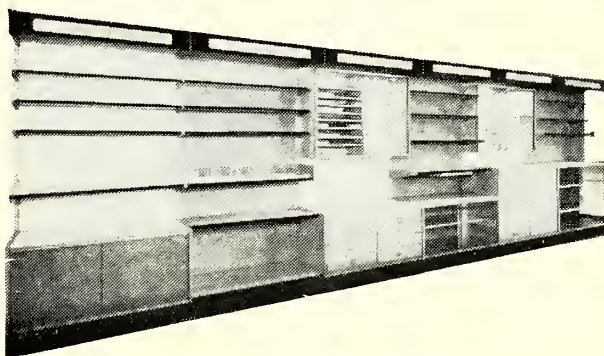
**Nichol** BEAUTY PRODUCTS LTD.

Office & Works

OLD FARM AVENUE, SOUTHGATE, LONDON, N.14

Telephone: Fox Lane 0181 (3 Lines)

## Counterpoint gives you a higher average sale



Counterpoint are *the* specialists in complete Pharmacy interiors including *dispensaries* · Craftsman-made with superb quality and finish at a price you can afford · Quick and economical to fit—can be varied or adjusted at anytime · Flexible—all units are interchangeable · Ultra-modern in design to give maximum visibility in the minimum of space plus quicker, easier merchandise selection · Expert advice by a Pharmacy specialist offered free · Leasing and Hire Purchase facilities available.

Visit our showrooms: 243 Euston Road,  
London, N.W.1. Tel: Euston 0071  
Head Office & Factory: Eldon Wall Trading  
Estate, Eldon Way, Hockley, Essex.  
Tel: Hockley 2532



**Counterpoint**

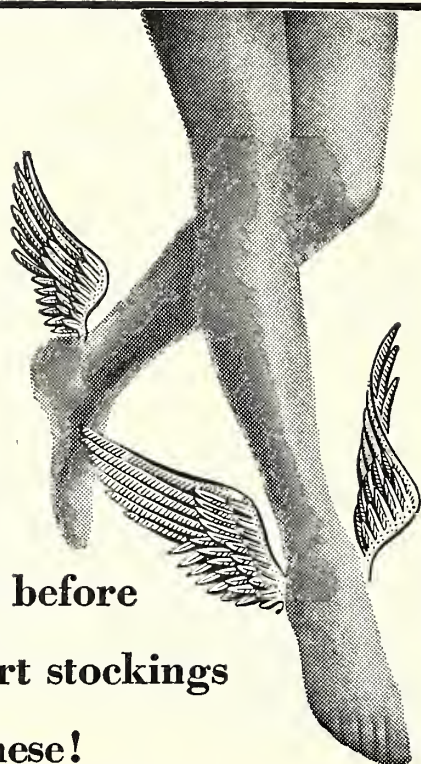
Counterpoint Store Equipment Ltd., Eldon Wall Trading Estate,  
Eldon Way, Hockley, Essex.

Please send me your brochure

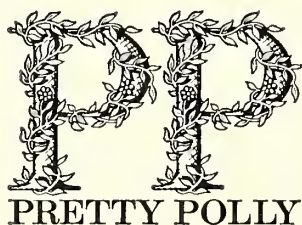
FOR THE ATTENTION OF.....

ADDRESS.....

C.40



Never before  
support stockings  
like these!



## 'Spanzelle-Support' Stockings 29/6

Fully-fashioned and Seamfree  
sheer support stockings made with  
an amazing fibre called 'Spanzelle'  
blended with Bri-Nylon.

## 'Super-Support'

Stockings in Bri-Nylon and elastic  
both Seamfree and Fully-fashioned  
against prescriptions.

DISTRIBUTORS:

**VESTRIC LIMITED**

RUNCORN, CHESHIRE.

# TANNIC ACID

ALL QUALITIES

## THE BRITISH DYEWOOD Company Limited

HEAD OFFICE

19 ST. VINCENT PLACE

GLASGOW, C.I

Telephone: Central 4425

Greenock Street, Liverpool 3

Telephone: Central 5272

The only  
**BEVELLED  
TONGUE  
DEPRESSOR**  
in the world

*Applicators also available*

**ASHWOOD** TIMBER & PLASTICS LTD.

Leven Rd., London, E.14. Phone: East 6461 & 6343

SEND YOUR PHOTOFINISHING TO

# JOHNSON

PROCESSING LABORATORIES LTD.

**AGFACOLOR**

APPROVED PROCESSORS

**EKTACHROME & KODACOLOR**

SPECIALISTS

Write for details or phone GLA 5476

Van deliveries daily in Greater London north of  
the Thames



# Next time you feel an ache, come round to our pad.

The Thermega Heating Pad is like a miniature electric blanket.

It warms and relieves the area of pain.

(As your doctor will tell you.)

Maybe you didn't know, but over 6 million people suffer from Rheumatism, Lumbago, Neuralgia or Migraine in England alone. 12,477,000 will see this advertisement this Autumn.

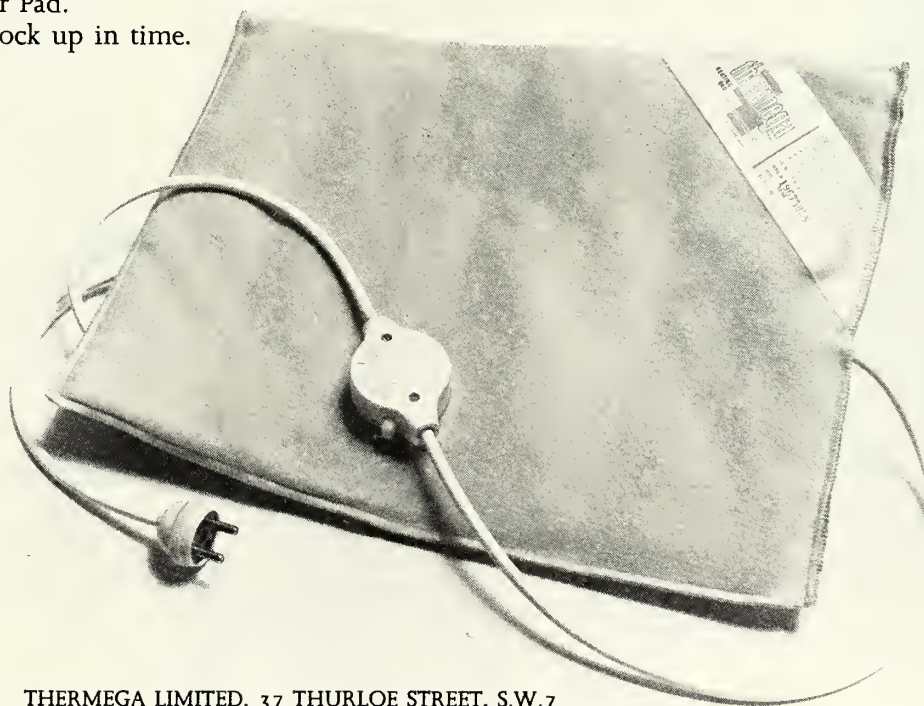
Some of them will continue to suffer.

With our sympathy.

And others will suffer no longer.

With our Pad.

If you stock up in time.



THERMEGA LIMITED, 37 THURLOE STREET, S.W.7





# Half yard PACK TUBIGRIP

More and more people are asking for Tubigrip as a result of its established usage in hospitals and its increasing success in industrial clinics throughout Britain and the world. This elasticated bandage outdates crepe and its simplicity of application has considerable appeal.

$\frac{1}{2}$  yd length in three popular sizes  
1 yd length in a range of nine sizes



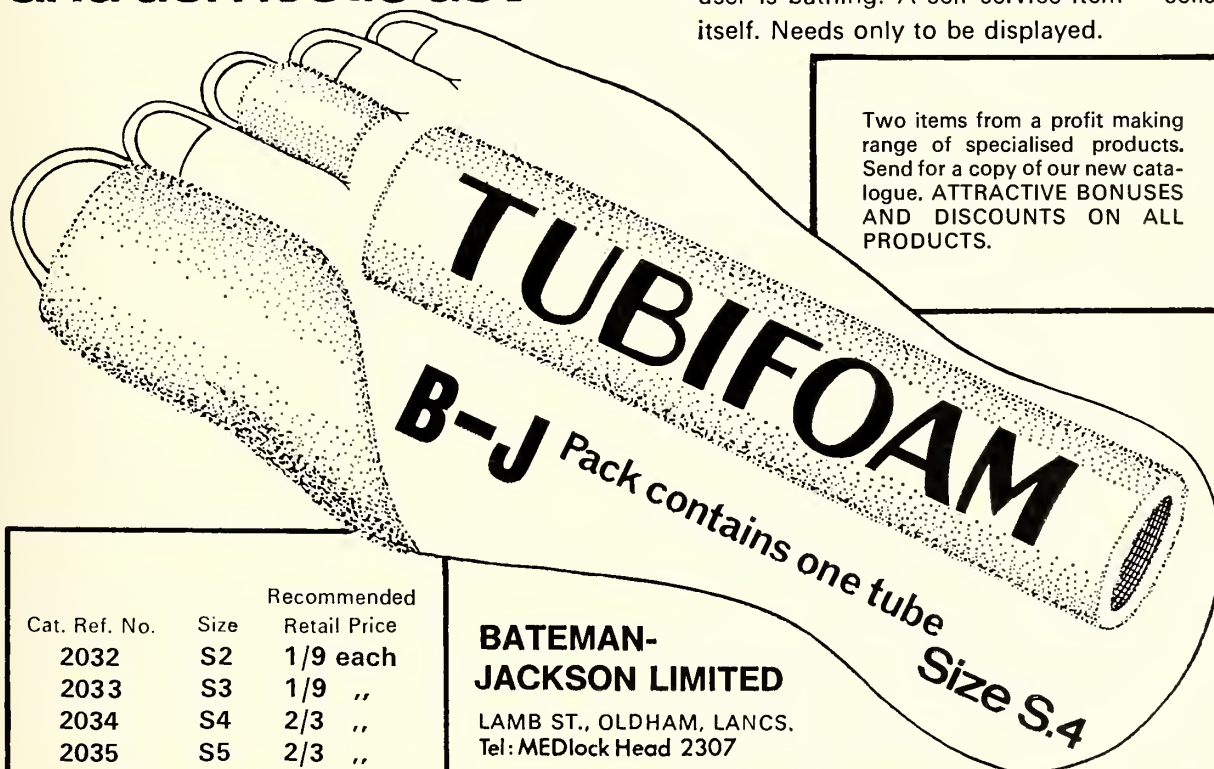
For the discriminating user there is a range of fully finished Tubigrip support bandages in individual packs.

# TUBIFOAM

tubes for chiropody  
and domestic use

Individually packed and available in five sizes of tube. An easy to cut, ready to wear dressing which can be removed when the user is bathing. A self-service item — sells itself. Needs only to be displayed.

Two items from a profit making range of specialised products. Send for a copy of our new catalogue. ATTRACTIVE BONUSES AND DISCOUNTS ON ALL PRODUCTS.



Cat. Ref. No.	Size	Recommended Retail Price
2032	S2	1/9 each
2033	S3	1/9 "
2034	S4	2/3 "
2035	S5	2/3 "
2036	S6	2/9 "

## BATEMAN- JACKSON LIMITED

LAMB ST., OLDHAM, LANCs.  
Tel: MEDlock Head 2307

An associate company of Seton Products Limited.

Manufacturers and World Distributors of Specialised Surgical Dressings

**ANTIBIOTICS:**

CHLORAMPHENICOL  
DIHYDROSTREPTOMYCIN  
SULPHATE  
NEOMYCIN SULPHATE  
PENICILLIN G CRYSTALLINE,  
POTASSIUM, ETC.

**SULPHONAMIDES:**

SULPHADIMIDINE  
SULPHAMERAZINE  
SULPHAGUANIDINE  
SULPHATHIAZOLE  
SULPHAMETHOXYPYRIDAZINE  
ETC.

**PHARMACEUTICALS  
& MEDICINES****VITAMINS:**

ASCORBIC ACID (VITAMIN C)  
THIAMINE HYDROCHLORIDE  
(VITAMIN B<sub>1</sub>)  
RIBOFLAVINE (VITAMIN B<sub>2</sub>)  
PYRIDOXINE HYDROCHLORIDE  
(VITAMIN B<sub>6</sub>) ETC.

**OTHERS:**

CALCIUM LACTATE  
ISONIAZID  
SODIUM AMINOSALICYLATE  
BISMUTH SALTS  
CHLORPROMAZINE HCL  
DIPHENHYDRAMINE HCL  
MEPROBAMATE  
ETC

- CATALOGUES & SAMPLES ON REQUEST
- ENQUIRIES & ORDERS CORDIALLY INVITED

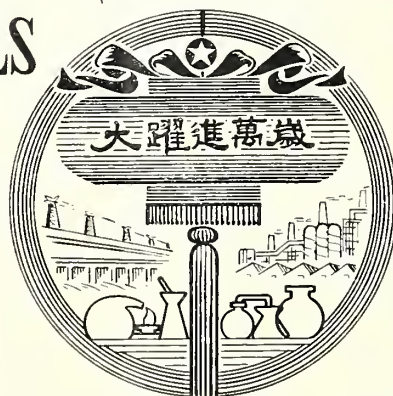
EXPORTED BY  
**CHINA NATIONAL CHEMICALS IMPORT & EXPORT CORP.**  
SHANGHAI BRANCH  
27 Chung Shan Road E 1 Shanghai, China. Cable Address: "SINOCHEMIS" Shanghai

**PHARMACEUTICALS:****DEXTROSE MONOHYDRATE  
HORMONES**

ENQUIRIES ARE CORDIALLY INVITED

SAMPLES & SAMPLE-BOOKS ARE AVAILABLE  
UPON REQUEST

CHINA NATIONAL CHEMICALS IMPORT & EXPORT CORP.  
TIENTSIN BRANCH  
171 Chien Sheh Road, Tientsin, China. Cable Address: "NOCIPHARM"  
Tientsin.



**AMYLOBARBITONE  
CASTOR OIL  
CHLORAL HYDRATE  
CHLORAMINE-B  
CHLORAMINE-T  
I'CYSTINE  
BARIUM SULPHATE  
(X-RAY GRADE)**

CHINA NATIONAL CHEMICALS IMPORT & EXPORT CORP.  
SHANTUNG BRANCH  
82 Fan Hsiu Road, Tsingtao Cable Address: SINOCHMAO Tsingtao



# The outstanding success of Sovol continues

Already the chemist's 3rd largest selling indigestion tablet

**S**OVOL, the unique indigestion tablet that contains wind-dispelling dimethyl-polysiloxane, has already established itself as 3rd brand leader—*through chemists only!*

## NOW INTRODUCING A NEW 50 TABLET ECONOMY PACK

Consistent consumer demand for the 2/11 and then the 4/11 sizes has demonstrated a real need for an even larger and more economical pack. The new 50 tablet pack of Sovol will meet that demand.

*Every time you sell a 6/11 pack of 50 Sovol tablets it will mean:*

- \* Bigger savings for the consumer
- \* Bigger profits for you!

## HEAVY, CONCENTRATED ADVERTISING SUPPORT

The successful all-year press campaign will continue plus heavier-than-ever expenditure concentrated in the peak pre-Christmas sales period.

Bigger-than-ever spaces will be used in the leading national daily and Sunday newspapers and the wide circulation magazines. London TV for the first time—8½ million adults will see the dramatic new commercial again and again and again.

**This means more customers, more sales, more profits**

**Generous Bonus Terms.** The new 50 pack is being introduced to you with very generous bonus terms. Ask your Carteret representative for full details of the greater profit for you, or write to us direct.

# SOVOL

—the indigestion remedy that sells faster because it works better



Carteret Products,  
Wear Bay Road, Folkestone, Kent

# Brush up YOUR Profits!

**Do you know that as a Royal Sweden Stockist..**

- ★ Every Brush you sell brings a minimum of 50% *PROFIT* on Cost.
- ★ You have a brush to suit every pocket — 14/11d. to 64/6d.
- ★ All are individually boxed in the distinctive Blue and Gold of Royal Sweden — a gift at any time.
- ★ You must have display material suited to *YOUR* business and *SELLING* for *YOU*.
- ★ You expect superbly designed brushes in selected smooth Swedish Hardwoods, mixture or pure bristle and still made by craftsmen.
- ★ You are assured of extra discount for special deals and quantity buying — sensible quantities, reasonable deals. For example — 2 dozen brushes (only one over £1 retail) on a free selling unit occupying 7½" x 9" on your counter.

Your margin — 54% on cost if you take all discounts.

Now — NATIONAL ADVERTISING!

**SUNDAY EXPRESS**

**NOVA**

**VOGUE**

**WOMAN'S JOURNAL**

**THE LADY**

A total of 14,767,000 readers!

Some of them are your customers!

Make an investment in Hair Beauty —

# ROYAL SWEDEN

Write to the sole distributors:-

**JACKEL AND COMPANY LIMITED. Kitty Brewster Estate, Blyth, Northumberland.**



# Denver Laboratories Ltd.

are pleased to announce that with  
effect from October 1st, 1967

## Vestric Limited

is appointed main distributor for  
the following products:

Avazyme Tablets	48	47/4 each
Brasivol No. 1	4 oz.	125/- Doz + tax
Brasivol No. 2	4 $\frac{1}{4}$ oz.	125/- Doz + tax
Brasivol No. 3	4 $\frac{1}{2}$ oz.	125/- Doz + tax
Geriden Tablets	100	147/- Doz
Geriden Tablets	250	332/- Doz
Geriden Elixir	4 fl. oz.	72/- Doz
Organidin Tablets	100	92/- Doz + tax
Organidin Tablets	250	228/- Doz + tax
Organidin Solution	30 cc.	58/- Doz + tax
Organidin Elixir	4 fl. oz.	70/6 Doz + tax
Organidin Elixir	80 fl. oz.	109/5 each + tax
Rectalad Enema Paed.	24 x 2 cc.	38/- each
Rectalad Enemas	24 x 5 cc.	46/- each
Seb-A-Clen	2 oz.	44/- Doz
Seb-A-Clen	4 oz.	82/- Doz
Theo-Organidin Elixir	225 cc.	78/6 Doz + tax
Vosol	15 cc.	67/- Doz + tax

Trade prices are unaltered and supplies  
are readily available from your usual  
wholesaler or nearest Vestric branch.

All wholesale enquiries to: Marketing Department,  
Vestric Limited,  
RUNCORN, Cheshire





## Ensure repeat business —

Once customers have experienced the silky-softness and positive protection of "Sylvia" Sanitary towels, they look for them every time.

Ensure this regular repeat business by displaying "Sylvia" towels prominently and bring the customers and goodwill to YOUR pharmacy.

Sell "*Perfection in Protection*"

# SELL SYLVIA!

### SANITARY TOWELS

SIZE	TRADE	RETAIL
0	23 6	2 6
1	25 9	2 9
2	30 6	3/3
3	37 6	4 -
Maternity	43 3	4/11

Generous discounts for quantities

CUXSON, GERRARD & CO. LTD., Oldbury, Warley, Worcestershire. (BROadwell 1355)





# CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: Box...., THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: 01-353 6565

This service does not extend to the forwarding of samples.

## APPOINTMENTS

### ANCOATS HOSPITAL, Manchester 4.

#### Locum Tenens Pharmacist

required immediately. £24 9s 6d per week. Applications, with names and addresses of two persons for reference, to the General Superintendent as soon as possible. (Ref. 10403).

### BARNET GENERAL HOSPITAL, Wellhouse Lane, Barnet, Herts.

#### Senior Pharmacist

required in Group Pharmacy of Category V Hospital. Salary £1,151-£1,435 per annum and London Weighting £75 per annum. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

### BROMPTON HOSPITAL, S.W.3

#### Higher Clerical Officer

required for Pharmacy Department. Duties include ordering and checking invoices for pharmaceutical goods and medical equipment. Experience as Pharmacy Technician or in wholesale trade an advantage. Salary £862 rising to £1,110 per annum. Apply in writing to the House Governor by 14th October.

### COSSHAM MEMORIAL HOSPITAL

#### Kingswood, Bristol Pharmacist — Chief II

required immediately for this acute general hospital (82 beds). Salary scale £1,305-£1,652 per annum. Applications naming two professional referees to Hospital Secretary.

### HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL

#### Du Cane Road, London, W.12.

#### Senior Pharmacist

required at the above General Postgraduate Teaching Hospital (Category V) to supervise sterile products laboratory, or, periodically, other sections of the Department (full-time laboratory if preferred).

Post offers excellent experience; very wide range specialised and other work undertaken. Laboratory newly built and well equipped. Excellent working conditions.

Possibility of furnished accommodation in nearby residency.

Salary scale £1,151-£1,434, plus London Allowance £75 and Higher Qualification allowance (where applicable) £25.

Applications stating age, experience and naming two referees to Chief Pharmacist. C 822

### MANSFIELD HOSPITAL MANAGEMENT COMMITTEE

#### Basic Grade Pharmacists

required at King's Mill Hospital, Sutton in Ashfield, Notts. Group Pharmaceutical Department (Category V). Salary £1,087 (six increments) to £1,366. A point of entry above the minimum of the scale may be payable to pharmacists with previous professional experience. Applications to Group Pharmacist, King's Mill Hospital.

### MANSFIELD HOSPITAL MANAGEMENT COMMITTEE

#### Locum Pharmacist

required. Rate of pay £24 9s. 6d. per week. Resident accommodation, at reasonable charge, available for single person if required. Applications with full details, to Group Pharmacist, King's Mill Hospital, Sutton in Ashfield, Notts, as soon as possible.

### HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL

#### Du Cane Road, London, W.12.

#### Pharmacist

required at the above General Postgraduate Teaching Hospital (Category V). Regular part-time appointment would be considered.

Post offers interesting work and excellent all-round experience. Department recently modernised, very pleasant working conditions.

Possibility of furnished accommodation in nearby residency.

Full-time salary scale £1,087-£1,366 per annum, plus Higher Qualification allowance (where applicable) and London Weighting of £75.

Applications stating age, experience (if any), and naming two referees, to Chief Pharmacist. C 823

### MOORFIELDS EYE HOSPITAL

#### Senior Pharmacist

Senior Pharmacist required at the High Holborn Branch of the Hospital. Duties could be shared by two pharmacists by mutual arrangement. Apply Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1.

### MOORFIELDS EYE HOSPITAL

#### Pharmacy Technician I or II

Applications are invited for the post of Pharmacy Technician I or II in Post-Graduate Teaching Hospital. Interesting work in modern, well-equipped Department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Salary on scales Technician I £530-£769; Technician II £321-£663 plus London Weighting. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1.

### NEW BARKING HOSPITAL

#### Upney Lane, Barking, Essex

#### Senior Pharmacist

required for new department. Barking Hospital is adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £1,076-£1,340 p.a. plus London Weighting. Accommodation may be made available if required.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 779

### ST. ALBANS CITY HOSPITAL St. Albans, Herts.

#### Senior Pharmacist

(£1,076-£1,340) required at this Category III hospital. Good and varied experience for young Pharmacist. New ward block recently opened. Applications naming two referees to Chief Pharmacist. C 810

### NEW BARKING HOSPITAL Upney Lane, Barking, Essex

#### Basic Grade Pharmacist

required for this New Hospital adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £988-£1,242 p.a. plus London Weighting.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 778

### SHREWSBURY GROUP HOSPITAL MANAGEMENT COMMITTEE

#### Shelton Psychiatric Hospital, Shrewsbury

#### Chief Pharmacist

Applications are invited from suitably qualified persons for the post of Chief Pharmacist. Unfurnished house available at moderate rental.

Salary on the scale £1,232 rising by increments to £1,558.

The conditions of service in accordance with the Pharmaceutical Council of the Whitley Council.

Applications, accompanied by the names and addresses of three referees, should be addressed to the Medical Superintendent, Shelton Hospital, Shrewsbury.

### SPRINGFIELD HOSPITAL Beechcroft Road, London, S.W.17

#### Chief Pharmacist Category III

Applications are invited from suitably qualified persons for the post of Chief Pharmacist, Category (iii), at the above Psychiatric Hospital (1,768 beds). Salary on scale £1,404 to £1,865 per annum, plus £75 London Weighting. Five day week.

Applications, stating age, experience and names and addresses of two referees, to the Group Secretary not later than 21st October, 1967.

### SPRINGFIELD HOSPITAL Beechcroft Road, London, S.W.17

#### Locum Senior Pharmacist

required for Psychiatric Hospital (1,700 patients). 4 weeks in first instance. £24 9s. 6d. per week. Applications, with names and addresses of two referees, to the Group Secretary immediately.

### WILLESDEN GENERAL HOSPITAL

#### Harlesden Road, London, N.W.10

#### Senior Pharmacist

full or part-time, required for new department. Salary £1,151 to £1,434 p.a., plus London Weighting (pro rata for part-time). Further information from Chief Pharmacist (459-1292). Applications stating age, qualifications and experience, together with names of two referees to Hospital Secretary.

### WILLESDEN GENERAL HOSPITAL

#### Harlesden Road, N.W.10

#### Locum Pharmacist

full or part time required for new department. Salary £25 18s. 6d. per week (pro rata part time).

Apply Chief Pharmacist, Tel.: 459-1292.

## Appointments—Continued.

**COLLEGE OF PHARMACY, DUBLIN.****Assistant and Assistant Lecturer  
in Pharmaceutics**

Applications are invited from graduates in Pharmacy for the above appointments. The appointees will be required to participate in teaching undergraduate students in Pharmaceutics and will be given the opportunity to undertake research in the Department.

**Salary Scales:**

Assistant	£800-£1,340
Assistant Lecturer	£1,400-£1,700

Applications must be received not later than October 27th and further particulars may be obtained from the Registrar,

**Pharmaceutical Society of Ireland, 18, Shrewsbury Road,  
Ballsbridge, Dublin 4.**

**SITUATIONS VACANT  
MANAGERIAL****SALES PROMOTION****Ethical Pharmaceuticals**

**A keen intelligent young man required as**

**MARKETING SERVICES MANAGER**

by a British company with an impressive growth record. Successful applicant will be of good education and will have had previous experience of the planning of marketing campaigns and the preparation and production of literature, advertising and direct mail.

Good prospects for the right man. Attractive conditions of employment include non-contributory pension scheme. Applications giving details of experience, age and present salary will be treated in confidence and should be addressed to:

**The Marketing Director,  
PHARMAX LIMITED,  
Thames Road,  
Crayford, Dartford, Kent.**

**SITUATIONS VACANT  
WHOLESALE****HOME TRADE SALES MANAGER****WHAT'S THE JOB?**

To represent a progressive Company in the selling of Fine Chemicals and Intermediates to the Pharmaceutical Industry in the U.K.

**WHERE IS IT?**

In Central London.

**AGE?**

Immaterial.

**QUALIFICATIONS?**

Basic knowledge of the Pharmaceutical and Allied Industries is essential.

**ANY BENEFITS?**

3 weeks holiday, Pension Scheme, Bonus Scheme.

**HOW TO APPLY?**

Write giving full particulars to:-  
Box C 1008.

**SITUATIONS VACANT  
WHOLESALE****SUNDRIES**

A well-known pharmaceutical wholesale company requires a

**WAREHOUSE SUPERVISOR**

for the Sundries Section of their warehouse situated in the Croydon area. Experience in the supervision of female staff and a knowledge of the products involved are essential. This is a permanent progressive position with a good initial salary.

**BOX C 1000**

WE have a vacancy for a registered pharmaceutical chemist to supervise processing and carry out laboratory control. There is an opportunity to progress to a post of senior technical responsibility. Application should be addressed to the Managing Director, W. H. Legat Ltd., Kay Street, Bolton, Lancs.

**SITUATIONS VACANT  
RETAIL****MANAGER/MANAGERESS**

A busy South East London Pharmacy with staff of six requires capable Manager/Manageress. Good working conditions, three weeks annual leave. Salary £2,250. For appointment apply Noel Morris and Sons Ltd., 20 East Street, London S.E.17. RODney 5155.

**SITUATIONS WANTED****Director and Senior Executive**

recently retired from well known Pharmaceutical Manufacturers after over 20 years' experience in all aspects of Sales Management requires interesting full or part-time position preferably London or Home Counties. Income not prime consideration. Available for immediate interview. Write Box C 1001.

**SHOPS TO LET****HYTHE, KENT****LOCK-UP SHOP  
TO LET**

(16 ft. x 60 ft.) in new parade close to Woolworths, Sainsburys, etc. Shop-front installed. Further details from:

**Arndale Developments Limited,  
Park House,  
118 Park St., London W.1.  
01-493 3912**

**STATIONERY**

**LABELS,** personal notepaper and envelopes. Dodds The Printers Ltd., 193-195 King's Cross Road, London, W.C.1. TER 4054. C 8117



## MISCELLANEOUS

**1,000 PRESCRIPTION LABELS** 35s. (Size  $1\frac{1}{2} \times 2\frac{1}{2}$ ) 2,000 ( $1\frac{1}{2} \times 1\frac{1}{2}$ ) £2 10s. Od. 2,500 ( $1\frac{1}{2} \times 1\frac{1}{2}$ ) £2 16s. Od. 5,000 ( $1\frac{1}{2} \times 1\frac{1}{2}$ ) £3 19s. Special quotations given for quantities. Definite 7 day delivery. Send trial order. C.W.O. SPEEDPRINT SERVICES, 60a, High Street, EGHAM, Surrey. Tel. Egham 4978 (ET9). C 2405

## Camera Repairs

CAMERAS, (all types), CINES and PROJECTORS, ELECTRONIC FLASH, EXPOSURE METERS, BINOCULARS

### COUSINS & WRIGHT

Repairs to all Kodak apparatus. Fully accredited repairers for Rollei, Bell & Howell, Zeiss Ikon and most other makes.

THE HALVE, TROWBRIDGE, WILTSHIRE  
Tel.: 4242/3 C 780

**WILKINSON** Sword pack 119s. "save 10s." including tax. Durex Gossamer 76s., gross. Extra reduction to 117s. and 74s. on cash orders for £15 worth. Postal or van deliveries from J. James, 147 Northfield Avenue, W.13. Tel. Ealing 2670.

**MANLY MAN'S BELT.** Nationally advertised "obtainable from chemists," 42s. Full trade terms. Order by waist measurement from Manly Co., Manor House, Worcester Park, Surrey, DERwent 3877. C 635

**SIGN LETTERS** for Shop-Fronts with a modern, professional look. Colourful, weatherproof, and easy to fix with layout templates provided. Details from P.M. PLASTICS, 168, Holdenhurst Road, Bournemouth. Telephone 22374.

**COHAR FOR CARPETS.** Up to 30% saving, all leading makes, carriage free U.K. Expert fitting most areas. Up to 22½% Furniture, 22½% Venetian Blinds, 15% Sewing Machines, 17½% Washing Machines, 15% Refrigerators, 15% Typewriters, 12% Parquet Tiles, 15% Furs, 15% Tyres, 12½% Outboard Motors and Boats, 10% Lawn Mowers, 12½% Power Tools, 15% Cutlery, Showrooms at London, Leicester, Sheffield, Bradford, Leeds, Hull, Middlesbrough, Manchester, Newcastle, Bristol, Hadleigh (S), Liverpool, Cardiff, Swansea, Aberdeen, Edinburgh, Plymouth, Bournemouth, Brighton, Glasgow, Dundee, Birmingham, Preston, Blackpool, Belfast, Nottingham, Huddersfield, Sevenoaks, Thorpe Bay, Ottery St. Mary, Combourne, Norwich, Lincoln, Coventry. Write stating requirements or for introductions, Cohar Distributors (Dept 28), 16 Jacob's Well Mews, George Street, London, W.1. (Mail Only) and 47 Oswald Street, Glasgow, C.1 or phone Glasgow 041, 221, 2771, London CHAncery 2345, Birmingham MIDland 8333, Manchester CENTral 2321, Cardiff 40404, Liverpool ROY 3232, Leeds 3-4433, Newcastle 61-0666, Sheffield 2-6622. C600

**CONTURE** (form-fitting) 100/-, **CREST** NATURAC 72/-, **SILVER-TEX** 48/- gross. Quantity discounts. **SUREX LTD.** 8 Edward Street, Blackpool

### SHOPFITTERS

**MODERN SHOP FRONTS** at competitive prices. Designs and quotations free. Also Interplan interior fittings made specially for the chemist. Send for brochures Olney Bros., Ltd., Jado Works, North Bridge Road, Berkhamsted, Herts. Tel.: 5417. C 795

#### IMPORTANT

Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

## AGENTS

## Northern Ireland Agent

with 25 years of successful selling, best possible connections.

Interested in sale of plastic dispensing bottles, particularly containers for tablets and capsules.

**Send samples and prices to Box C 1013**

### Appointments and Classified Rates

**LINAGE** 4/6 per line (Min. 22/6)

#### SEMI-DISPLAY

£2.14.0. per s.c.i. minimum.

#### DISPLAYED

£3.12.6 per s.c.i. minimum.

$\frac{1}{3}$  page ( $4\frac{1}{2} \times 4$ " or  $9 \times 1\frac{1}{2}$ " or  $3 \times 6\frac{1}{4}$ ") £32.10.0

$\frac{1}{2}$  page ( $4\frac{1}{2} \times 6\frac{1}{4}$ ") £46

1 page ( $9 \times 6\frac{1}{4}$ ") £87

#### BOX NUMBER 3/-

#### SITUATIONS WANTED

7/6 per 18 words minimum.

5d. a word thereafter.

*Classified copy received by 4 p.m. Tuesday will be published Saturday issue same week. Advertisements should be pre-paid.*

#### POST TO:

Classified Dept.,  
Chemist and Druggist,  
28 Essex Street,  
Strand, London,  
W.C.2.

PHONE TO: 01-353 6565

**AGENT(S) WANTED** to offer to Chemists, well-known branded range of plastic toilet sponges on good commission basis, including repeats. Area or areas — Midlands, North of England and Scotland. Reply Box C 1011.

**AGENTS!** Send for free specimen copy of **BRITISH AGENTS REVIEW (CD)**, 130, Uxbridge Road, London, W.13.

### Agents Required

by Manufacturers of good quality range of Mens' Toilet Preparations in a new exciting Presentation. Applicants must have established connections with stores and chemists, etc. for the following territories: East Coast of England, Derby, Nottingham, Leicester, Warwick, Northampton, Bedford, Hertford, Bucks, Oxford, Berks, Cornwall, Devon, Somerset, Dorset, Wiltshire, Gloucester and Hants. Also Northern Ireland. Apply Box C 8154.

SITUATIONS VACANT  
OVERSEAS**factory manager - Pakistan**

A Factory Manager is needed by Dacca Pharmaceuticals (Fison Marker) Limited, a subsidiary of the Fisons Group at Dacca in East Pakistan.

We are looking for someone with a technical qualification, preferably in chemistry or pharmacy. He must have good manufacturing experience in the pharmaceutical industry and some experience of factory administration.

He will be responsible to the Managing Director for production, quality control, product development and works administration.

An attractive salary and generous conditions are offered, including free accommodation and a car. The initial contract will be for two years including three months' paid home leave.

Write or 'phone 01-493 1611 (Ansafone service) for an Application Form.



**FISONS**

Personnel Officer,  
Fisons Limited  
International Division,  
9 Grosvenor Street, London, W.1.

## PROPERTY FOR SALE

**2 SHOP DEVELOPMENTS IN SURREY WITH  
GOOD POTENTIALITIES FOR CHEMISTS ETC.****OXTED—4 shops, Station Road East**

Best position, close to F. W. Woolworth & Co., 2 units for multiple fruiterer and greeting cards/stationery Shop. 18 ft. x 50 ft. with self-contained maisonette.

**DORKING—5 shops, High Street**

Excellent location, adjacent numerous multiple companies. 3 units reserved — multiple footwear, ladies' hairdresser and butcher's shop. 16½ ft. x 60 ft. First floor showroom and small flat.

TO LET WITHOUT PREMIUMS. APPLY

**HEALEY & BAKER**

29 St. George Street, Hanover Square, London, W.1. MAYfair 9292

## BUSINESS OPPORTUNITIES

**OPPORTUNITY** to acquire small manufacturing Cosmetic Business due to death of proprietor (Research Chemist). Own speciality formulae. Highest quality hair and beauty preparations scope. Box C 1010.

**A BARGAIN** — Save £18 by our forming your limited company, by October 20th, 1967. Instant Companies, all trades. Annual Returns 4s. 6d. per dozen, post free, cash with order, (file before 27th October, 1967, to save £2 15s. 0d. on increased stamp duties under Companies Act, 1967). Note change of address Business Economy Products Ltd., 71a, City Road, London, E.C.1 (CLE 9252) (next door to Company Registration Office) (late of 156 Strand, W.C.2, closed Under University compulsory purchase). For Scottish Companies address still 19 Walker Street, Edinburgh 3 (CAL 1167/8/9). "Advantages" of Trading As A Limited Company" by T. A. Herbert, L.L.B. 3s. post free.

**FREELANCE** Marketing Consultant (ethical pharmaceuticals) with highest connections in London and South Eastern areas willing to undertake pre-marketing clinical trials and assessments. Box C 1012.

## WANTED

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packaging raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel: Park 3137-8. C 140

**WE PURCHASE** surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel: JUNiper 0701. C 599

**WANTED:** Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call: Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone BLACKfriars 9432 (5 lines), Bankers, Midland Bank, Ltd. C 613

TECHNICAL BOOKS FOR  
THE PHARMACIST'S LIBRARY

## DISEASES AND REMEDIES

11th Edition, 1963

A CONCISE survey of the most modern methods of medicine, providing pharmacists (as well as nurses, physiotherapists, dieticians and almoners) with a text-book of information on the treatment of diseases and the drugs used. Accepted methods are explained, and the medicaments mentioned include some of very recent introduction.

Price 21s. Postage 10d.

PHARMACEUTICAL  
EMULSIONS AND EMULSIFYING AGENTS

4th Edition, 1964

ONE of the most thumbed volumes in libraries used by pharmaceutical students, this compact handbook is essentially practical and informative, giving the modern scientific basis of the acquired skills and knowledge of generations of practising pharmacists. The much enlarged index reflects the ever-growing availability and use of proprietary emulsifying agents. A number of new emulsifying agents have been added to the new edition, with reference to their use. For those who wish to take their reading further, a bibliography has been added. Revised by R. F. White. B.Pharm., Ph.D., M.P.S., the edition is fully up to date and informative.

Price 15s. Postage 10d.

## ESSENTIALS OF TREATMENT

1st Edition, 1965.

A MOST concise guide to modern medical outlooks on many commonly encountered diseases and conditions, showing the place of the newer remedies among those of longer establishment, and discussing the relative merits of medical, surgical and nursing techniques.

Price 17s. 6d. Postage 10d.

THE PHARMACY OF SILICONES  
AND THEIR USES IN MEDICINE

1st Edition, 1958

By RONALD LEVIN, F.P.S.

THE silicones are a group of compounds of growing importance. To the pharmacist, engaged in whatever sphere, this book provides both interest and enlightenment. The author has taken extreme care to tap all available sources of information on the subject, and gives his readers the benefit of his findings. There is also an extensive bibliography.

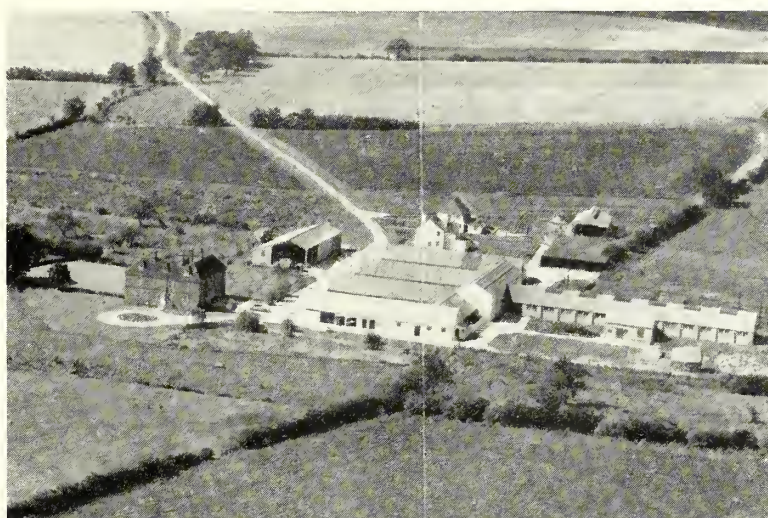
Price 15s. Postage 9d.

THE CHEMIST AND DRUGGIST  
28 Essex Street, Strand, W.C. 2

Telephone: 01-353 6565







Ransom's drug-growing farm at St. Ives, Huntingdonshire



Some of Ransom's fine 1967 crops . . . Lavender, Chamomile and Peppermint

## GALENICALS, OLEO-RESINS, ESSENTIAL OILS?

You buy more than quality when you buy from

# RANSOMS

Whenever you buy oleo-resins, galenicals, essential oils, etc. bearing the Ransom label, you buy far more than quality — yet get a high standard of excellence and built-in reliability that results from 120 years of specialization in drug-growing and processing. Ransoms have been specialists since 1846—their

products are singled out by discriminating buyers throughout the world. And as large-scale producers, Ransoms can offer extremely attractive prices to bulk buyers. Ransoms is still an entirely self-contained family business, unconnected with any other firm in the industry.



Established 1846

**WILLIAM RANSOM & SON LTD.** Hitchin, Hertfordshire, England

OCTOBER 7 1967

**dott. INVERNI & DELLA BEFFA S.P.A.**  

---

*Manufacturers of Drug Extracts and Fine Chemicals*

Acetyl L-Aspartic Acid  
L-Asparagine monohydrate  
L-Asparagine, anhydrous  
L-Aspartic Acid  
Magnesium L-Aspartate  
Magnesium & Potassium L-Aspartate  
Potassium L-Aspartate  
Ammonium Glycyrrhizinate  
(Glycamil)  
Glycyrrhetic Acid  
Glycyrrhizinic Acid

**Rauwolfia Alkaloids  
and Derivatives**

Rauwolfia Total Alkaloids  
Rescinnamine  
Reserpiline HCl  
Reserpine

**Others**

Aconitine  
Belladonna Total Alkaloids  
Boldine  
Colchicine  
Spartine Base, distilled  
Spartine Camphosulphonate  
Spartine Sulphate  
Veratrum Viride Alkaloids

**FINE CHEMICALS**

**ALKALOIDS**



**GLYCOSIDES**

**BOTANICAL DRUG EXTRACTS**

Complete range of  
Botanical Drug Extracts  
(Liquid, Soft and Dry Powdered)

Prices, samples, specification  
sheets, literature, technical  
assistance on request.

All supplies are accompanied by  
the relevant certificate of analysis

**Heart Glycosides**

Digoxin  
Oleander Total Glycosides  
Oleandrin  
Proscillaridin A  
Squill Glycosides

**Others**

Cascara Sagrada Selected  
Anthraquinonic Glycosides  
(Purselect)  
Rhamnus Frangula Selected  
Anthraquinonic Glycosides  
(Frangoselect)  
Colchicoside  
Thiocolchicoside



**MILAN · (ITALY) · 99 Via Ripamonti**

Telegrams: INVERBEFF-MILAN

Telephone: 536312